

# TECMA Info Deck

Investors Presentation 20.03.2023



BUSINESS. BEAUTY.

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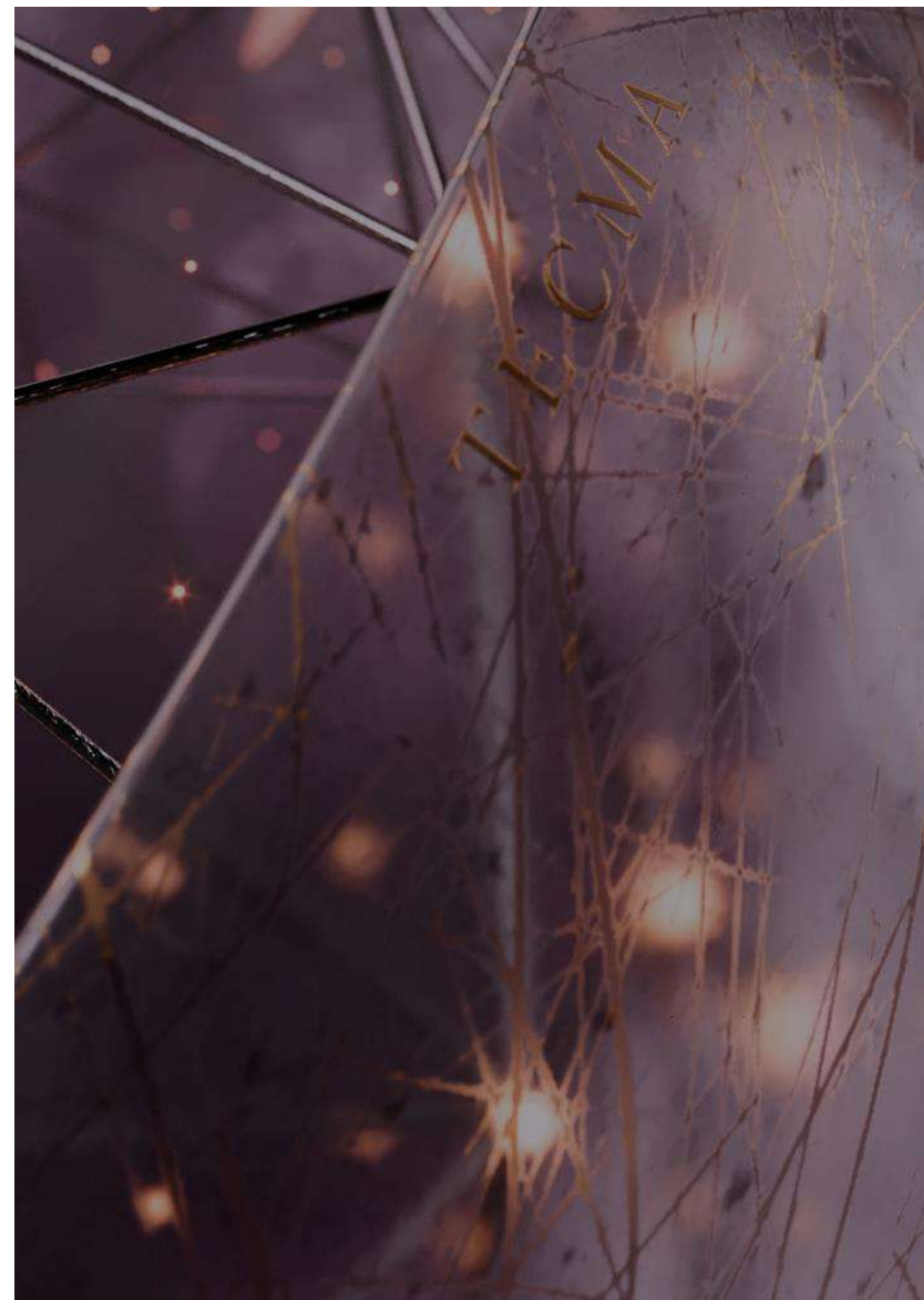
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# TECMA Info Deck | Index

## Intro

00

About TECMA

## Part 1

01

Results 2021-2022

02

Vision 2023-2027

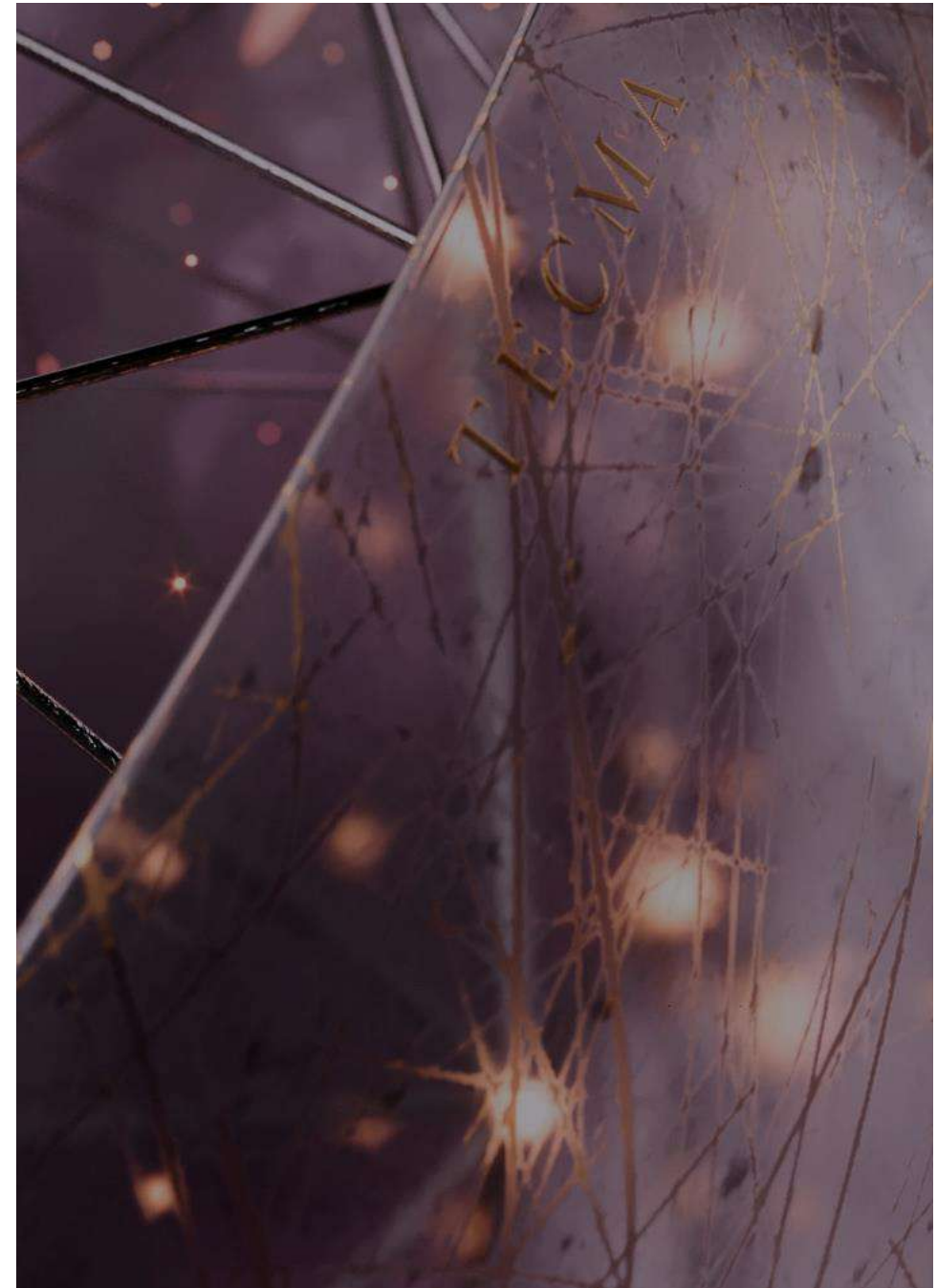
## Part 2


03

Activities 2022

04

Financial 2022





00

About TECMA

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00 ABOUT TECMA

01 RESULTS 2021-2022

02 VISION 2023-2027

03 ACTIVITIES 2022

04 FINANCIAL 2022

MISSION

TECMA is a *Tech Company*

focused on accelerating the Real Estate Industry's  
**Digital Transformation Transition**, since 2012.

Research, development, innovation, distribution  
and sale of **Digital Technologies**.



# B2B2C Hi-Tech Software for Digital Real Estate

TECMA produces **Software-Based** Digital Platforms able to increase **Revenues**, reduce **Costs** and speed-up **Sales and Rents**

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**00 ABOUT TECMA**

01 RESULTS 2021-2022

02 VISION 2023-2027

03 ACTIVITIES 2022

04 FINANCIAL 2022



## 00 ABOUT TECMA

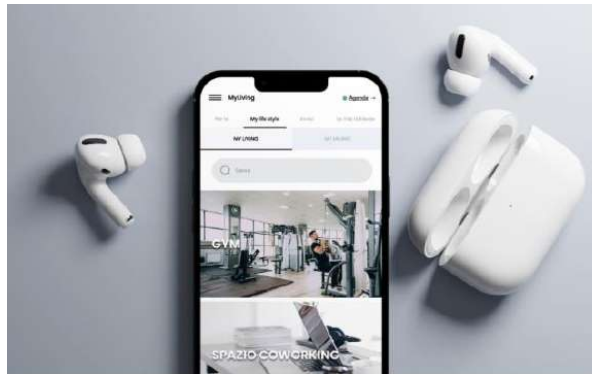
01 RESULTS 2021-2022

02 VISION 2023-2027

03 ACTIVITIES 2022

04 FINANCIAL 2022

## Digital Platforms

An Integrated Ecosystem of **Software** + Hardware & Digital Contents

## Software

## CLOUD APPLICATIONS

A **Complete Software Suite** encompassing several integrated **Cloud Applications**, developed to manage the entire Real Estate business generation process in order to increase Revenues, reduce Costs and speed-up Sales and Rents



## Hardware

## DIGITAL DEVICES &amp; CONCEPT STORE

A set of **Digital Devices** specifically conceived for the Real Estate industry and hosted in a **Showroom** (potentially turned-key) designed & made by TECMA in order to offer a unprecedented "phygital" customer journey



## Digital Contents

## COMPUTER GENERATED 3D VIRTUAL DESIGN

Thanks to a **10-year R&D track-record**, TECMA has developed **proprietary 3D libraries** enabling the generation of virtual photos & videos - featured by the utmost movie-industry level of realism & resolution - which are used to populate Software & Hardwares.

# Digital Real Estate

FOR DIFFERENT ASSET CLASSES & BUSINESS LINES

The TECMA's **Digital Platforms** have been originally developed for the Residential Property Market.

In 2022, the entire scope of our technologies is available and fully operational for the **Residential Property Market** while being progressively adapted for the **Commercial Property Markets** (mainly Office & Retail).

Investors Presentation 20.03.2023

00 ABOUT TECMA

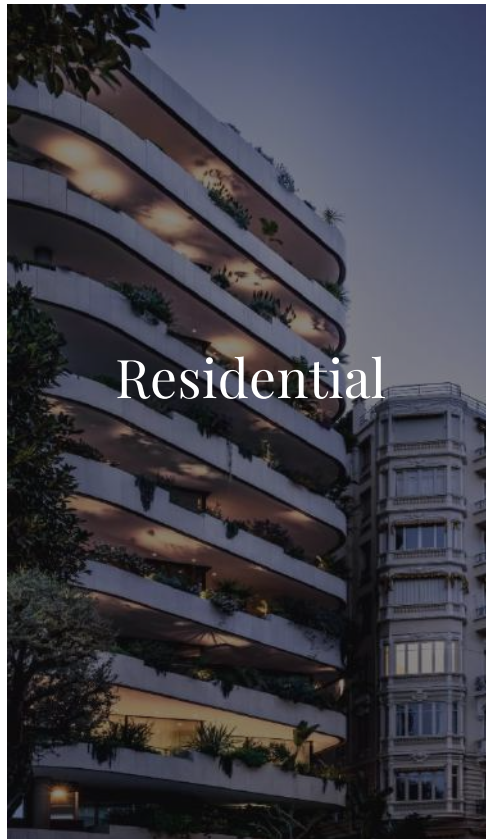
01 RESULTS 2021-2022

02 VISION 2023-2027

03 ACTIVITIES 2022

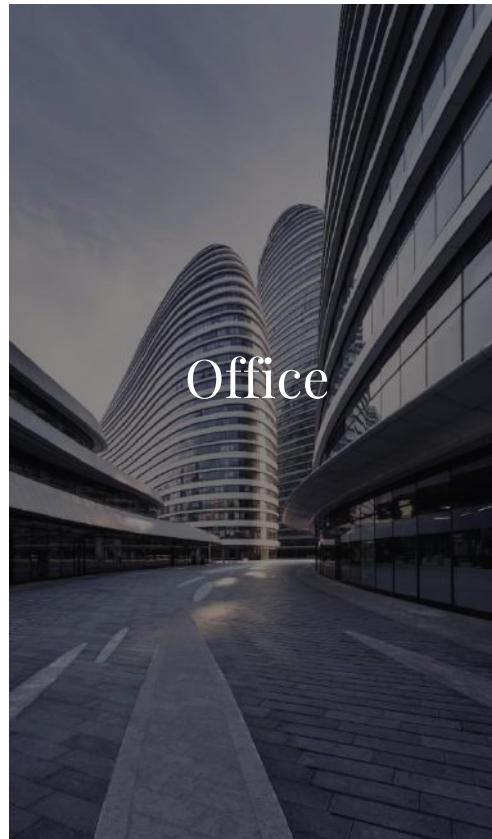
04 FINANCIAL 2022

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Residential

COMPLETED PLATFORM



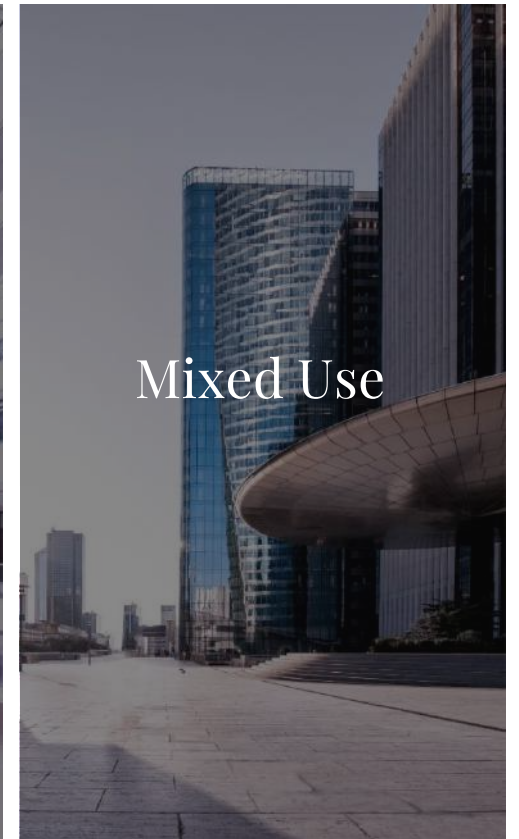
Office

COMPLETED PLATFORM



Retail

PLATFORMS PARTIALLY COMPLETED



Mixed Use

PLATFORMS PARTIALLY COMPLETED



00 ABOUT TECMA

01 RESULTS 2021-2022

02 VISION 2023-2027

03 ACTIVITIES 2022

04 FINANCIAL 2022

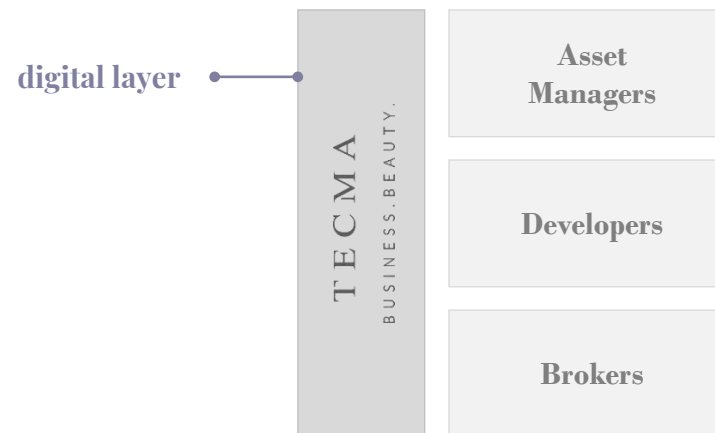
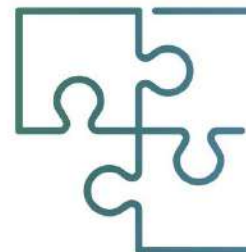
## A *Tech Platform*

FOR EACH REAL ESTATE PLAYER

### A DIGITAL PARTNER

TECMA's platform becomes essential for all the sector players willing to embrace the **digital transformation** for contemporary real estate investments.

TECMA is a Digital Partner able to support **Asset Managers, Developers, Brokers.**



# 01

Results 2021-2022

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# CONSOLIDATED & AREA Results

Investors Presentation 20.03.2023

00 ABOUT TECMA

01 RESULTS 2021-2022

Consolidated Results

- \_From IPO to Today
- \_Value of Production
- \_Destinations
- \_Commercial Offices
- \_Large Scale Developments
- \_From Services to Products
- \_New Business Model
- \_New Asset Classes
- \_New Clients
- \_New Business Lines
- \_New Employees
- \_New Management
- \_New Offices
- \_Growth Story

02 VISION 2023-2027

03 ACTIVITIES 2022

04 FINANCIAL 2022

BUSINESS. BEAUTY.



# Two Years Period

2021 -> 2022 | from IPO to TODAY

Investors Presentation 20.03.2023

00 ABOUT TECMA

**01 RESULTS 2021-2022**

\_ Consolidated Results

**From IPO to Today**

\_ Value of Production

\_ Destinations

\_ Commercial Offices

\_ Large Scale Developments

\_ From Services to Products

\_ New Business Model

\_ New Asset Classes

\_ New Clients

\_ New Business Lines

\_ New Employees

\_ New Management

\_ New Offices

\_ Growth Story

02 VISION 2023-2027

03 ACTIVITIES 2022

04 FINANCIAL 2022

BUSINESS. BEAUTY.

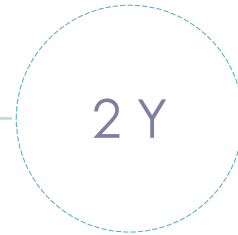


**TECMA IPO**  
DECLARED GOALS

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1. Became an International Business
2. Investments in Research & Development for Products
3. Create Staff & Management Structure

Q4 2020



**TECMA TODAY**  
TECMA TODAY

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12 Selected Goal Achieved Analysis

Q1 2023

# Goals Achieved (1/12)

2021 -> 2022 | Value of Production - Growth

Investors Presentation 20.03.2023

00 ABOUT TECMA

**01 RESULTS 2021-2022**

- \_Consolidated Results
- \_From IPO to Today
- \_Value of Production**
- \_Destinations
- \_Commercial Offices
- \_Large Scale Developments
- \_From Services to Products
- \_New Business Model
- \_New Asset Classes
- \_New Clients
- \_New Business Lines
- \_New Employees
- \_New Management
- \_New Offices
- \_Growth Story

02 VISION 2023-2027

03 ACTIVITIES 2022

04 FINANCIAL 2022

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# Goals Achieved (2/12)

2021 -> 2022 | Destinations

Investors Presentation 20.03.2023

00 ABOUT TECMA

**01 RESULTS 2021-2022**

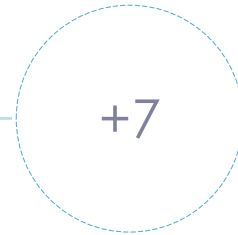
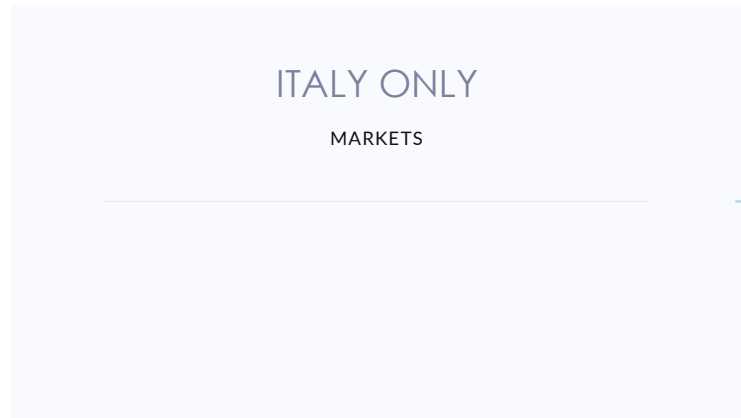
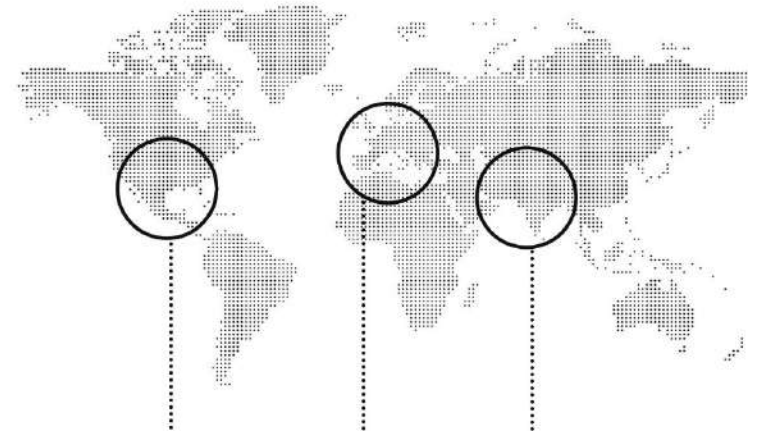
- \_Consolidated Results
- \_From IPO to Today
- \_Value of Production
- \_Destinations**
- \_Commercial Offices
- \_Large Scale Developments
- \_From Services to Products
- \_New Business Model
- \_New Asset Classes
- \_New Clients
- \_New Business Lines
- \_New Employees
- \_New Management
- \_New Offices
- \_Growth Story

02 VISION 2023-2027

03 ACTIVITIES 2022

04 FINANCIAL 2022

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GEN 2021

DEC 2022

# Goals Achieved (3/12)

2021 -> 2022 | Commercial Offices

Investors Presentation 20.03.2023

## 00 ABOUT TECMA

### 01 RESULTS 2021-2022

- \_ Consolidated Results
- \_ From IPO to Today
- \_ Value of Production
- \_ Destinations

### Commercial Offices

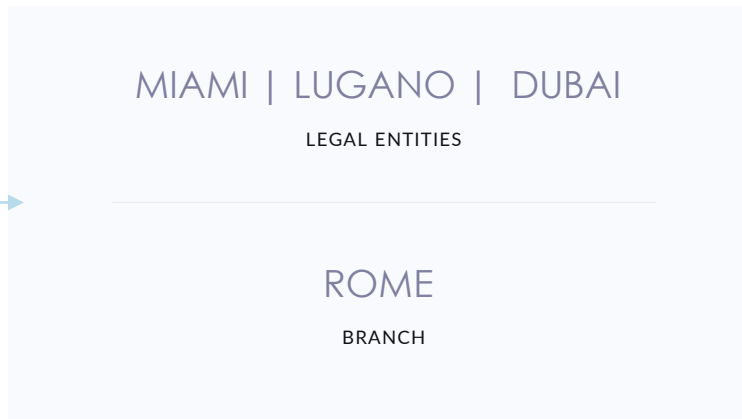
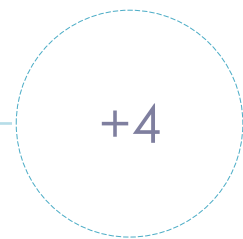
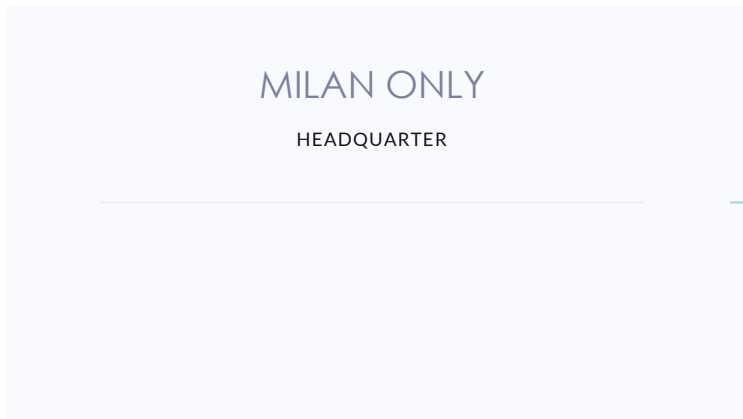
- \_ Large Scale Developments
- \_ From Services to Products
- \_ New Business Model
- \_ New Asset Classes
- \_ New Clients
- \_ New Business Lines
- \_ New Employees
- \_ New Management
- \_ New Offices
- \_ Growth Story

## 02 VISION 2023-2027

## 03 ACTIVITIES 2022

## 04 FINANCIAL 2022

BUSINESS. BEAUTY.



GEN 2021

DEC 2022

# Goals Achieved (4/12)

2021 -> 2022 | Large Scale Developments

Investors Presentation 20.03.2023

00 ABOUT TECMA

**01 RESULTS 2021-2022**

- \_Consolidated Results
- \_From IPO to Today
- \_Value of Production
- \_Destinations
- \_Commercial Offices

**Large Scale Developments**

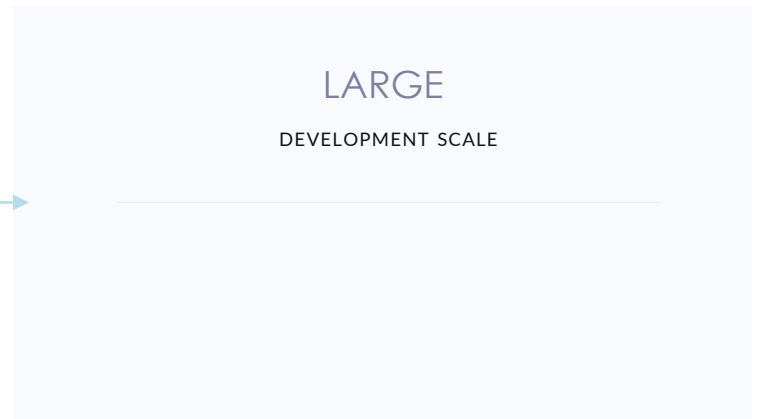
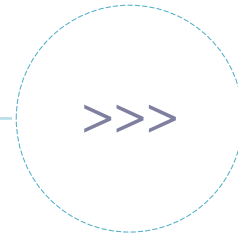
- \_From Services to Products
- \_New Business Model
- \_New Asset Classes
- \_New Clients
- \_New Business Lines
- \_New Employees
- \_New Management
- \_New Offices
- \_Growth Story

02 VISION 2023-2027

03 ACTIVITIES 2022

04 FINANCIAL 2022

BUSINESS. BEAUTY.



GEN 2021

DEC 2022



# Goals Achieved (5/12)

2021 -> 2022 | from Services to Products

Investors Presentation 20.03.2023

00 ABOUT TECMA

**01 RESULTS 2021-2022**

- \_Consolidated Results
- \_From IPO to Today
- \_Value of Production
- \_Destinations
- \_Commercial Offices
- \_Large Scale Developments
- \_From Services to Products**
- \_New Business Model
- \_New Asset Classes
- \_New Clients
- \_New Business Lines
- \_New Employees
- \_New Management
- \_New Offices
- \_Growth Story

02 VISION 2023-2027

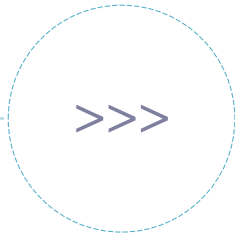
03 ACTIVITIES 2022

04 FINANCIAL 2022

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SERVICES COMPANY  
PEOPLE INTENSIVE | Digital Solutions



PRODUCTS COMPANY  
SCALABLE BUSINESS | Technology Solutions

GEN 2021

DEC 2022

- \_Consolidated Results
- \_From IPO to Today
- \_Value of Production
- \_Destinations
- \_Commercial Offices
- \_Large Scale Developments
- \_From Services to Products**
- \_New Business Model
- \_New Asset Classes
- \_New Clients
- \_New Business Lines
- \_New Employees
- \_New Management
- \_New Offices
- \_Growth Story

## Inspirations

TECH COMPANIES OFFERING A 360 SUITE

### WHAT IS A SOFTWARE SUITE?

A **Software Suite** is a collection of software applications developed by the same tech producer and integrated one another in order to fulfil a complex objective.

Most often, such application enjoy a similar user interface and the ability to easily exchange data with each other to complete interrelated processes

Developing a Software Suite is hence much more complex than developing single software applications but the ultimate result allows to deliver a tech platform able to support compounded multi-tasks processes.



## Office365

MICROSOFT | Office Software Suite

[www.office.com](http://www.office.com)



## Shopify

SHOPIFY | E-Commerce Software Suite

[www.shopify.com](http://www.shopify.com)



## Creative Cloud

ADOBE | Graphic Design Software Suite

[www.adobe.com](http://www.adobe.com)

# Goals Achieved (5/12)

2021 -> 2022 | from Services to Products - Software Suite

Investors Presentation 20.03.2023

00 ABOUT TECMA

01 RESULTS 2021-2022

\_Consolidated Results

\_From IPO to Today

\_Value of Production

\_Destinations

\_Commercial Offices

\_Large Scale Developments

From Services to Products

\_New Business Model

\_New Asset Classes

\_New Clients

\_New Business Lines

\_New Employees

\_New Management

\_New Offices

\_Growth Story

02 VISION 2023-2027

03 ACTIVITIES 2022

04 FINANCIAL 2022

BUSINESS. BEAUTY.

- OCTOPUS**: Pianifica e gestisci tutte le tue campagne di Lead generation.
- EMOTIONS**: Racconta il progetto con contenuti digitali e interfacce emozionali.
- MYSURVEY**: Crea sondaggi strategici di mercato prima del lancio commerciale.
- RECOMMERCE**: Porta online il tuo progetto con un E-commerce innovativo.
- FLOORPLANNING**: Costruisci preventivi dettagliati in modalità interattiva e full digital.
- FOLLOWUP**: Gestisci CRM clienti, comunicazioni, appuntamenti, documentazione.
- HOME CONFIGURATOR**: Configura in dettaglio ogni spazio della tua casa, clicca e ordina.
- TUNING**: Analizza dati e insights sempre aggiornati sul tuo progetto.
- METAVVERSE**: Guida il cliente in un'esperienza di realtà virtuale sensazionale.
- REMEETING**: Guida il cliente in un'esperienza di realtà virtuale sensazionale.
- MYHOME**: Visualizza i tuoi preventivi, riserva un appartamento, acquista online.
- MYLIVING**: Vivi la tua nuova casa con un app condominiale rivoluzionaria.
- OCEAN**: Monitora le performance delle tue operazioni sul mercato.
- GO TO MARKET**: Collabora all'interno di un planning interattivo e condiviso.
- MYFORM**: Automatizza la registrazione di ogni lead e traccia ogni azione sul web.
- BOOST YOUR PROJECT**: Configura il pack di prodotti e servizi più efficace per il lancio del progetto.
- REPORTING**: Monitora report economico finanziari, flussi di cassa e KPI del progetto.
- ZEUS**: Elabora feedback e guida il cliente grazie all'Intelligenza Artificiale.

# Goals Achieved (5/12)

2021 -> 2022 | from Services to Products - Devices Suite

Investors Presentation 20.03.2023

## 00 ABOUT TECMA

### 01 RESULTS 2021-2022

- \_Consolidated Results
- \_From IPO to Today
- \_Value of Production
- \_Destinations
- \_Commercial Offices
- \_Large Scale Developments
- From Services to Products**
- \_New Business Model
- \_New Asset Classes
- \_New Clients
- \_New Business Lines
- \_New Employees
- \_New Management
- \_New Offices
- \_Growth Story

## 02 VISION 2023-2027

## 03 ACTIVITIES 2022

## 04 FINANCIAL 2022

BUSINESS. BEAUTY.



140 cm

# Goals Achieved (5/12)

2021 -> 2022 | from Services to Products - Glass Store Suite

Investors Presentation 20.03.2023

## 00 ABOUT TECMA

### 01 RESULTS 2021-2022

- \_ Consolidated Results
- \_ From IPO to Today
- \_ Value of Production
- \_ Destinations
- \_ Commercial Offices
- \_ Large Scale Developments

### From Services to Products

- \_ New Business Model
- \_ New Asset Classes
- \_ New Clients
- \_ New Business Lines
- \_ New Employees
- \_ New Management
- \_ New Offices
- \_ Growth Story

## 02 VISION 2023-2027

## 03 ACTIVITIES 2022

## 04 FINANCIAL 2022

BEAUTY. BUSINESS.



# Goals Achieved (6/12)

2021 -> 2022 | [New Business Model](#)

Investors Presentation 20.03.2023

00 ABOUT TECMA

## 01 RESULTS 2021-2022

- \_ Consolidated Results
- \_ From IPO to Today
- \_ Value of Production
- \_ Destinations
- \_ Commercial Offices
- \_ Large Scale Developments
- \_ From Services to Products
- [New Business Model](#)**
- \_ New Asset Classes
- \_ New Clients
- \_ New Business Lines
- \_ New Employees
- \_ New Management
- \_ New Offices
- \_ Growth Story

02 VISION 2023-2027

03 ACTIVITIES 2022

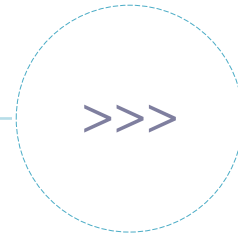
04 FINANCIAL 2022

BUSINESS. BEAUTY.



**SUCCESS FEE**  
UNPREDICTABLE | Services Revenue Model

GEN 2021



**SUBSCRIPTION**  
RECURRING | SaaS Revenue Model

DEC 2022

# Goals Achieved (7/12)

2021 -> 2022 | **New Asset Classes**

Investors Presentation 20.03.2023

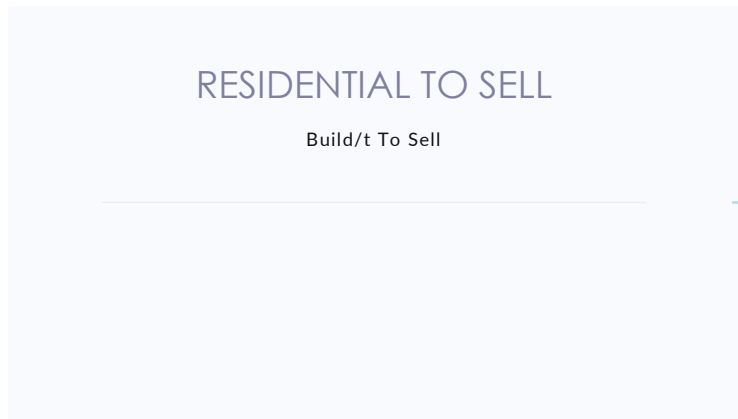
00 ABOUT TECMA

**01 RESULTS 2021-2022**

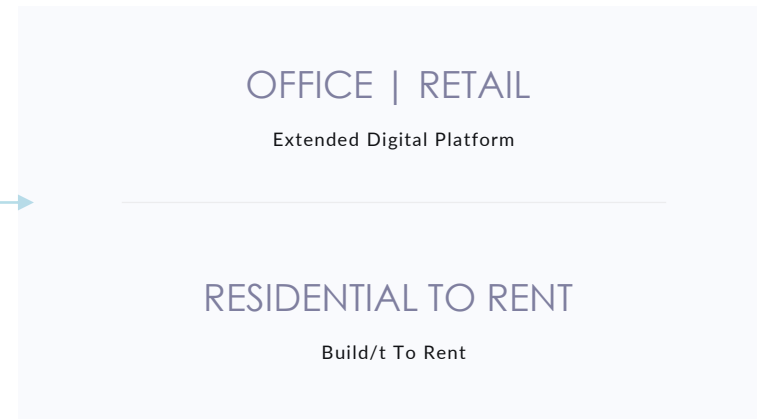
- \_ Consolidated Results
- \_ From IPO to Today
- \_ Value of Production
- \_ Destinations
- \_ Commercial Offices
- \_ Large Scale Developments
- \_ From Services to Products
- \_ New Business Model
- \_ New Asset Classes**
- \_ New Clients
- \_ New Business Lines
- \_ New Employees
- \_ New Management
- \_ New Offices
- \_ Growth Story

- 02 VISION 2023-2027
- 03 ACTIVITIES 2022
- 04 FINANCIAL 2022

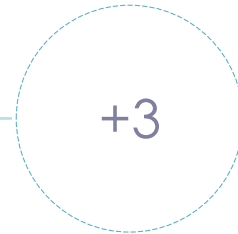
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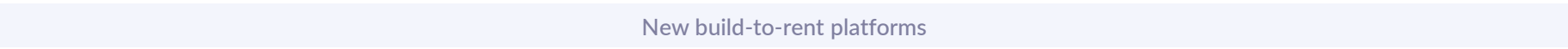
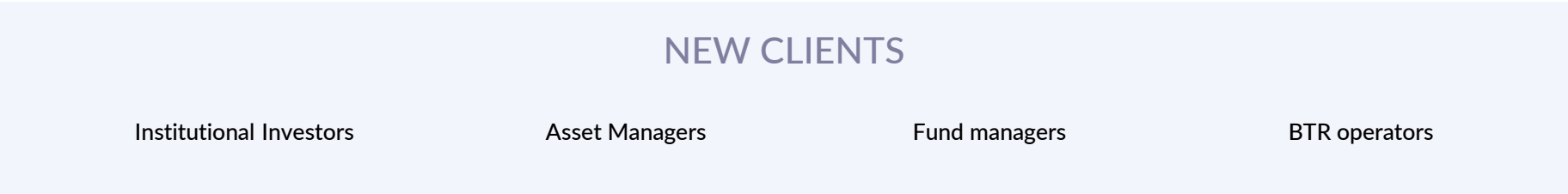


DEC 2022



# Goals Achieved (8/12)

2021 -> 2022 | New Clients and New Businesses (BtR / Office / Retail)



Investors Presentation 20.03.2023

00 ABOUT TECMA

**01 RESULTS 2021-2022**

- \_Consolidated Results
- \_From IPO to Today
- \_Value of Production
- \_Destinations
- \_Commercial Offices
- \_Large Scale Developments
- \_From Services to Products
- \_New Business Model
- \_New Asset Classes

**\_New Clients**

- \_New Business Lines
- \_New Employees
- \_New Management
- \_New Offices
- \_Growth Story

02 VISION 2023-2027

03 ACTIVITIES 2022

04 FINANCIAL 2022



# Goals Achieved (9/12)

2021 -> 2022 | **New Business Lines**

Investors Presentation 20.03.2023

## 00 ABOUT TECMA

### 01 RESULTS 2021-2022

- \_Consolidated Results
- \_From IPO to Today
- \_Value of Production
- \_Destinations
- \_Commercial Offices
- \_Large Scale Developments
- \_From Services to Products
- \_New Business Model
- \_New Asset Classes
- \_New Clients

### **New Business Lines**

- \_New Employees
- \_New Management
- \_New Offices
- \_Growth Story

## 02 VISION 2023-2027

## 03 ACTIVITIES 2022

## 04 FINANCIAL 2022

BUSINESS. BEAUTY.

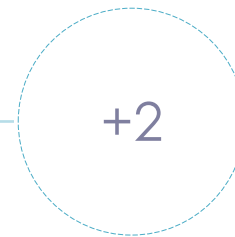


DIRECT DIGITAL/TECH SERVICES

ONLY

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GEN 2021



MARKET PLACE

Thanks to New Software + New Assets Digital Libraries of Components

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FURNITURE  
Launched on Nov 2022

MORTGAGE  
On Coming on 2023...

DEC 2022

# Goals Achieved (10/12)

2021 -> 2022 | from FEW to MANY

Investors Presentation 20.03.2023

00 ABOUT TECMA

## 01 RESULTS 2021-2022

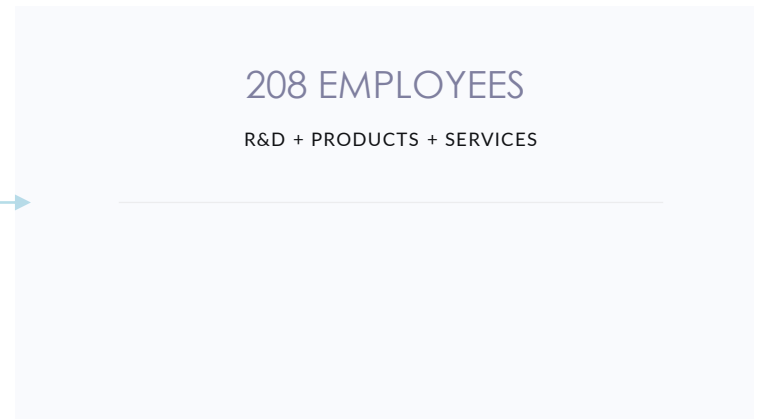
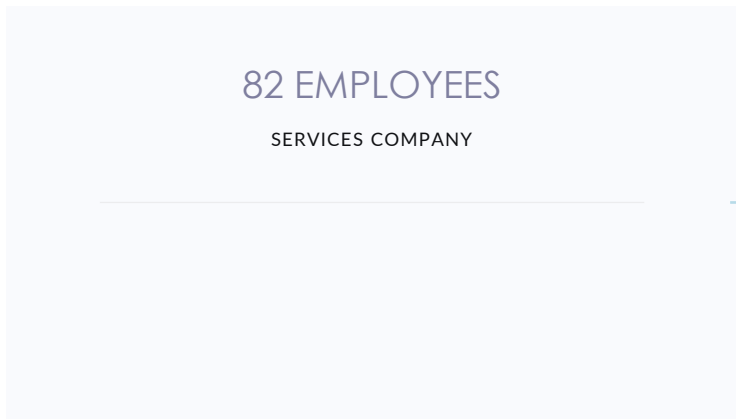
- \_ Consolidated Results
- \_ From IPO to Today
- \_ Value of Production
- \_ Destinations
- \_ Commercial Offices
- \_ Large Scale Developments
- \_ From Services to Products
- \_ New Business Model
- \_ New Asset Classes
- \_ New Clients
- \_ New Business Lines
- \_ New Employees**
- \_ New Management
- \_ New Offices
- \_ Growth Story

02 VISION 2023-2027

03 ACTIVITIES 2022

04 FINANCIAL 2022

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# Goals Achieved (11/12)

2021 -> 2022 | MANAGEMENT

Investors Presentation 20.03.2023

00 ABOUT TECMA

## 01 RESULTS 2021-2022

- \_Consolidated Results
- \_From IPO to Today
- \_Value of Production
- \_Destinations
- \_Commercial Offices
- \_Large Scale Developments
- \_From Services to Products
- \_New Business Model
- \_New Asset Classes
- \_New Clients
- \_New Business Lines
- \_New Employees
- \_New Management**
- \_New Offices
- \_Growth Story

02 VISION 2023-2027

03 ACTIVITIES 2022

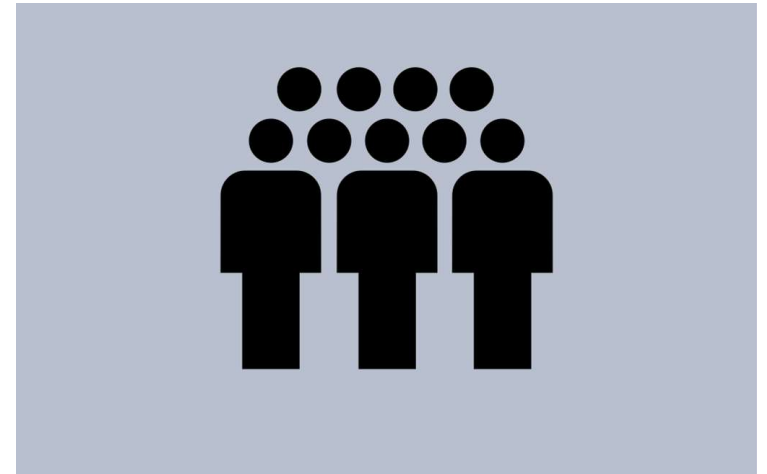
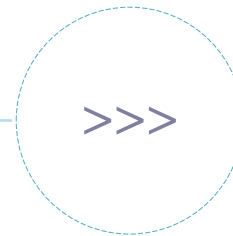
04 FINANCIAL 2022

BUSINESS. BEAUTY.



**BOARD**  
Founders as a manager ONLY

GEN 2021



**TOP MANAGERS**  
CFO, GM, CPO, COO, CMO, HR, CBO, CTO

DEC 2022

# Goals Achieved (12/12)

2021 -> 2022 | TECH HUB

Investors Presentation 20.03.2023

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## 02 VISION 2023-2027

## 03 ACTIVITIES 2022

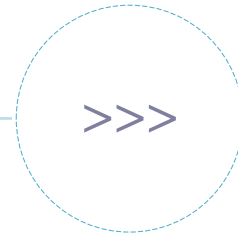
## 04 FINANCIAL 2022

BUSINESS. BEAUTY.



### SINGLE HEADQUARTER

MILANO - Via Medardo Rosso, 5



### TECH HUB

MILANO - MAC567, Via Roberto Bracco, 6

R&D | Events | Production | 150 Employees

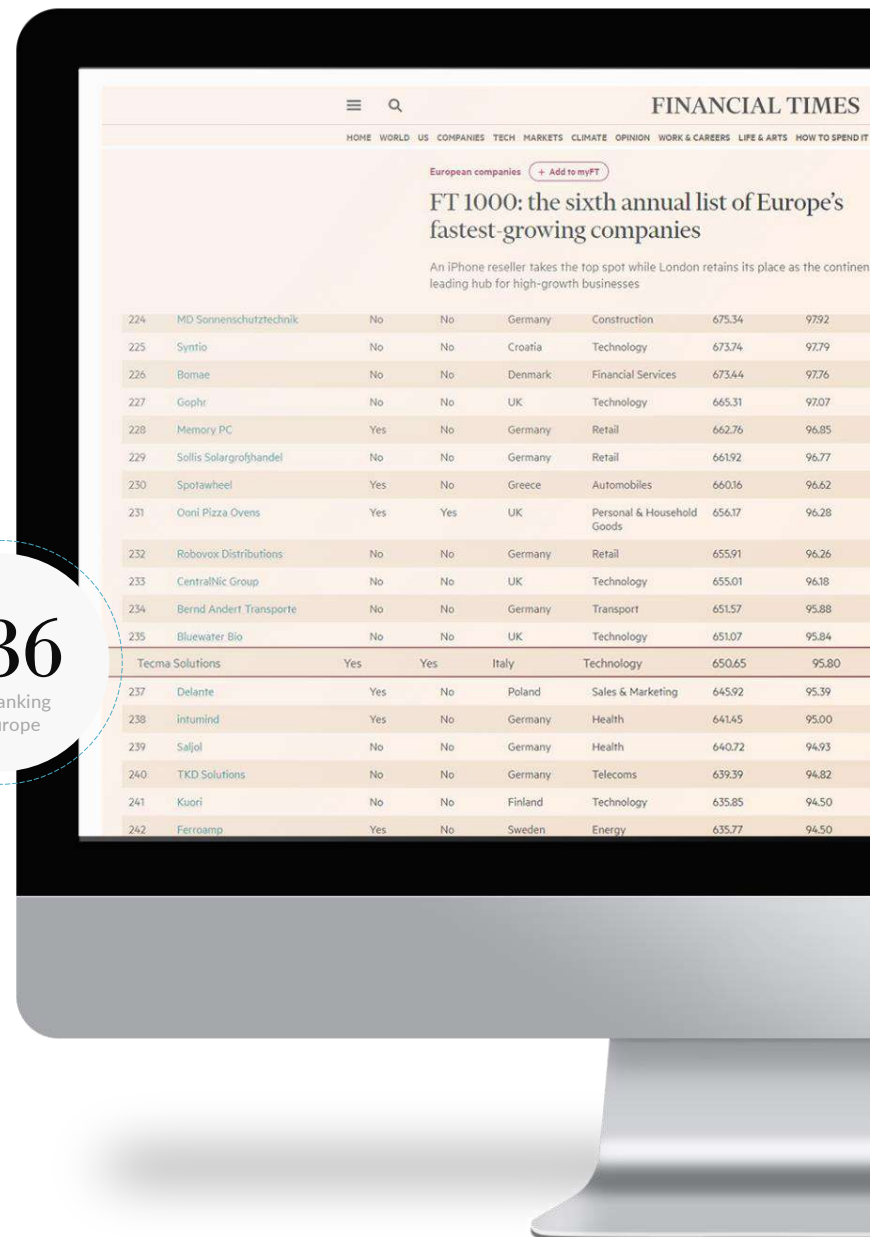
GEN 2021

DEC 2022

# TECMA's *Growth* Story.

TOP-RANKING IN EUROPE, on 2022.

TECMA ranks **236th** in the "FT fastest-growing companies"



**236**  
Top-ranking  
in Europe

Rank	Company	YOY Rev. Change	YOY Emp. Change	Country	Industry	2021 Revenue (€)	2022 Revenue (€)
21	Autosaps S.r.l.	115,74%	1.990	198	12	4	Vendita di dettagli & allargasso
32	Thema Biocem S.r.l.	114,94%	20.033	2.603	8	2	Farmaceutica
44	Tartaropago S.r.l.	112,71%	7.867	768	16	6	tecnologia
54	Cois Fama S.r.l.	100,90%	4.430	479	9	2	Senza
55	C.D. S.r.l. (Componenti Digital)	108,67%	2.806	309	19	2	Vendita di dettaglio & allargasso
30	Sevati S.r.l.	107,07%	2.100	237	5	4	E-commerce
37	Maria Adelaide S.r.l.	105,23%	11.300	1.340	5	2	Senza
36	Proctum Engineering S.r.l.	104,68%	18.036	2.133	38	14	Automobili
30	Soluzioni Tasso S.p.A.	102,97%	10.930	2.205	23	4	Consulenza aziendale
40	Geneco S.r.l.	101,94%	3.942	482	6	1	Costruzioni & Ingegneria
41	40tress S.r.l.	100,74%	6.740	833	44	3	Costruzioni & Ingegneria
42	Sere S.r.l.	99,99%	9.022	1.130	12	7	Alimentari & Bevande
43	Stet Service S.r.l.	99,94%	3.917	600	25	4	Telecom
44	NetFive S.p.A.	99,40%	3.951	507	19	7	Software
45	The Information Lab Italia S.r.l.	97,97%	4.253	548	30	5	Telecom
46	Walsin S.r.l.	96,89%	3.956	526	84	17	Telecom
47	<b>Tecma Solutions S.p.A.</b>	<b>95,80%</b>	<b>7.320</b>	<b>970</b>	<b>107</b>	<b>23</b>	<b>Senza</b>
48	Invista S.r.l.	90,91%	2.900	411	31	3	Pubblicità & Marketing
49	SFC General Service S.r.l.	82,30%	6.788	935	50	15	Costruzioni & Ingegneria
60	Mia S.r.l. (Mia-Platform)	81,76%	6.516	924	74	16	tecnologia

**47**

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- Growth Story**

02 VISION 2023-2027

03 ACTIVITIES 2022

04 FINANCIAL 2022

# 02

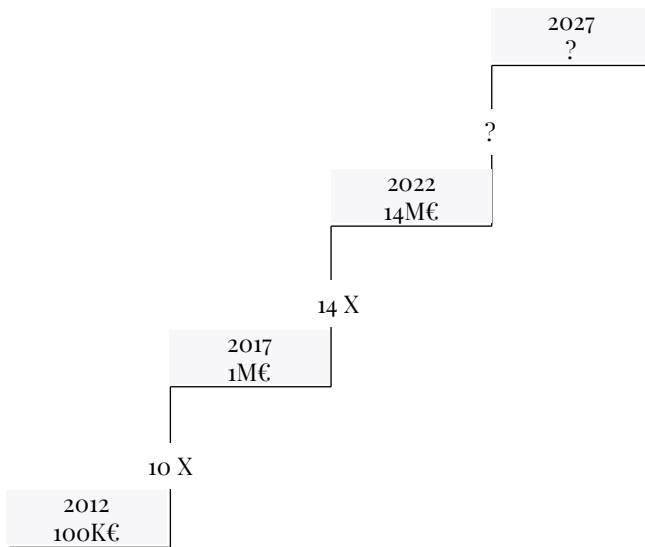
Vision 2023-2027

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- 00 ABOUT TECMA
- 01 RESULTS 2021-2022
- 02 VISION 2023-2027**
  - Milestones**
  - \_Industrial Plan
  - \_Strategic Priorities
- 03 ACTIVITIES 2022
- 04 FINANCIAL 2022

# TECMA's *Milestones*

THE 3 STRATEGIC ERAS  
Business Evolution



- 00 ABOUT TECMA
- 01 RESULTS 2021-2022
- 02 VISION 2023-2027**
  - \_Milestones
  - Industrial Plan**
  - \_Strategic Priorities
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- 04 FINANCIAL 2022

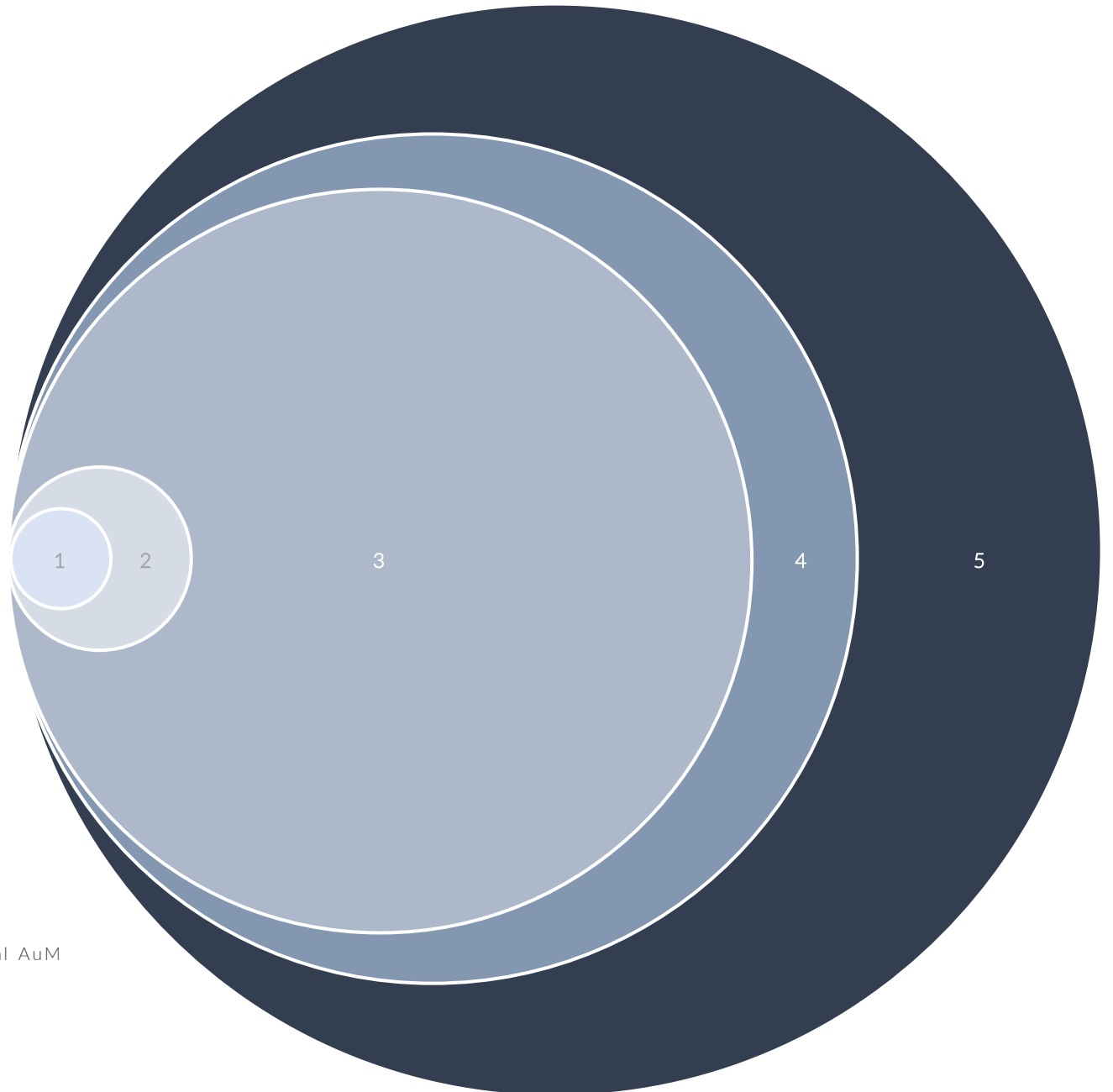
# Market *Size*

## APPROACH TO DEFINITION

### GLOBAL REAL ESTATE MARKET

The Real Estate business represents one of the largest market globally\*.

- 1 US\$ 50bn - Global Pasta Sales
- 2 US\$ 550bn - Global Fruit Sales
- 3 US\$ 3.5trn - Global Automotive Sales
- 4 US\$ 3.7trn - Global Real Estate Transactions
- 5 US\$ 10.5trn - Global Real Estate Professional AuM



\*Source: MSCI (2020), Grand View Research (2021 data), Global Residential Construction report (2020)



## Market *Size*

### APPROACH TO DEFINITION

### APPROACH TO POTENTIAL MARKET SIZING

The estimate size of the potential target market for TECMA is based on public info\* linked to the number of transaction / existing stock of properties in **6 selected markets:**

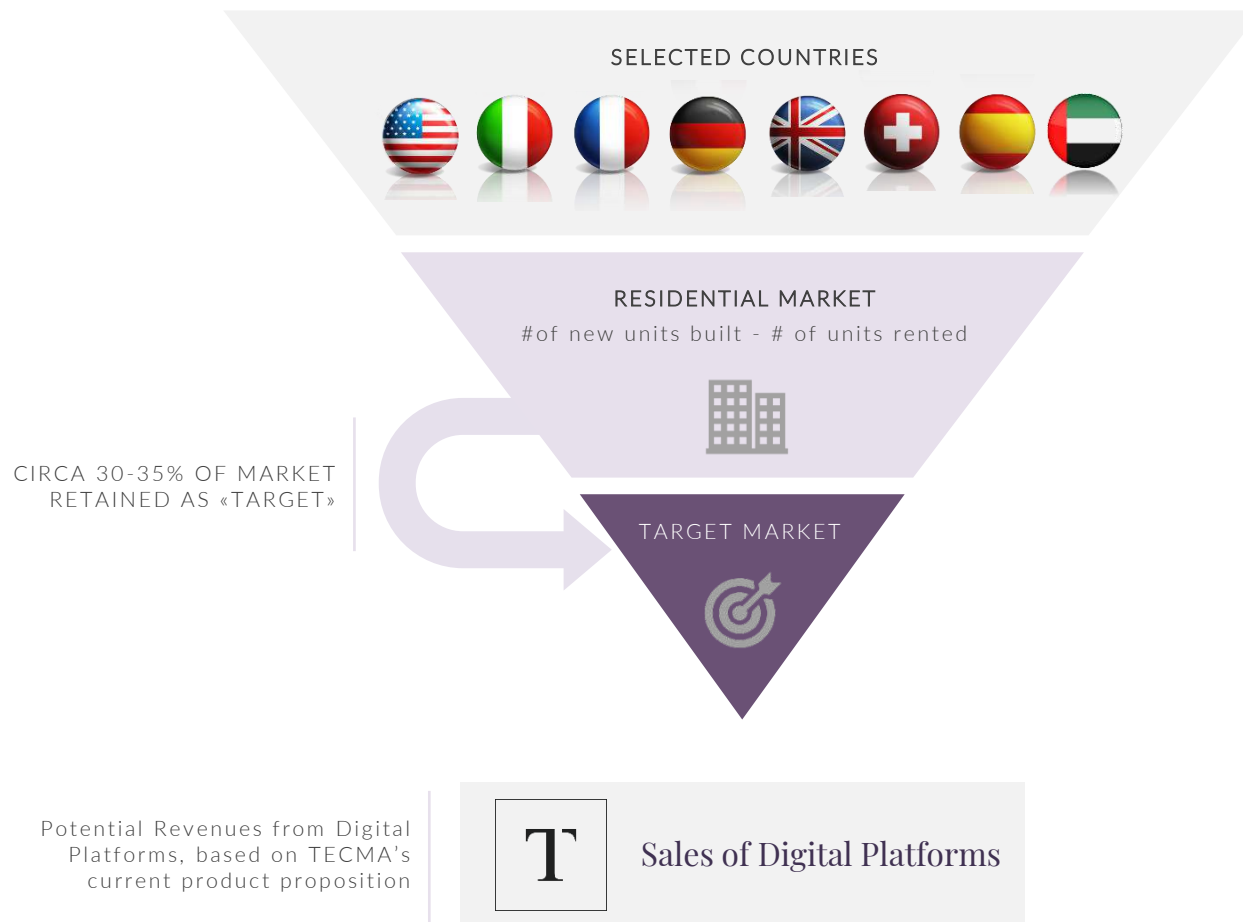
1. USA
2. Italy
3. Germany
4. France
5. UK
6. Switzerland
7. Spain
8. UAE

which are the countries where TECMA will develop its business over the 2023-2027 horizon and, with the sole exception of Spain, **markets where TECMA is already active with revenues and clients acquired since 2021.**

Focusing on the **residential market for newly built homes and rental properties** (segments where TECMA's product offering is well-established), only the potentially "relevant" projects, excluding:

- Single properties
- Smallish developments
- Social housing / non-profit
- Non-professional players

This filtering results in a target market **retaining only 30-35% of the overall residential market** in the reference markets.

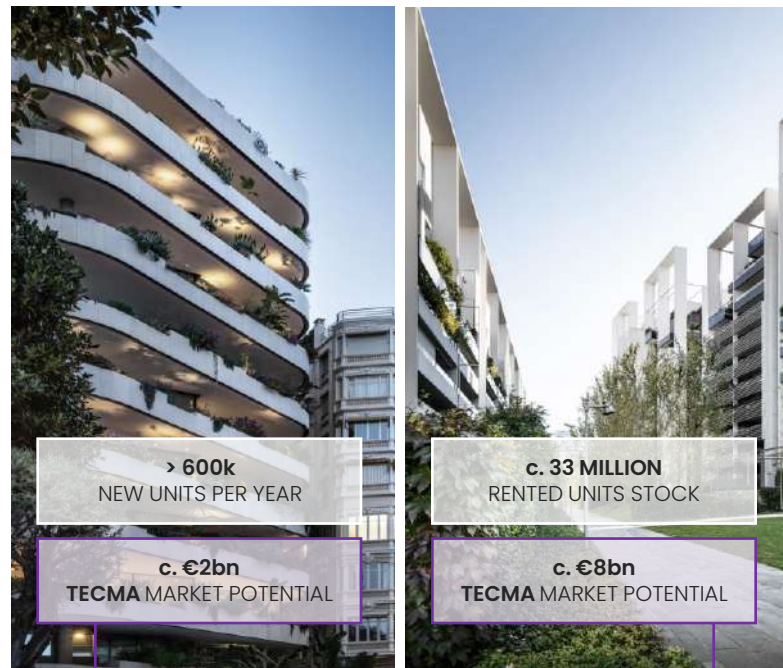


# Market *Size*

A HUGE POTENTIAL

Retaining a **target market reference** as detailed in the previous slide, the **implied target market size in the selected countries** is equal to **600 thousand** newly-built residential units per year and **circa 33 million** professionally managed rental residential units, generating a global revenues potential for TECMA's business equal to **over Euro 10 billion per year\***.

## RESIDENTIAL



01 BUILD TO SELL

02 BUILD TO RENT



## COMMERCIAL



03 OFFICE

04 RETAIL

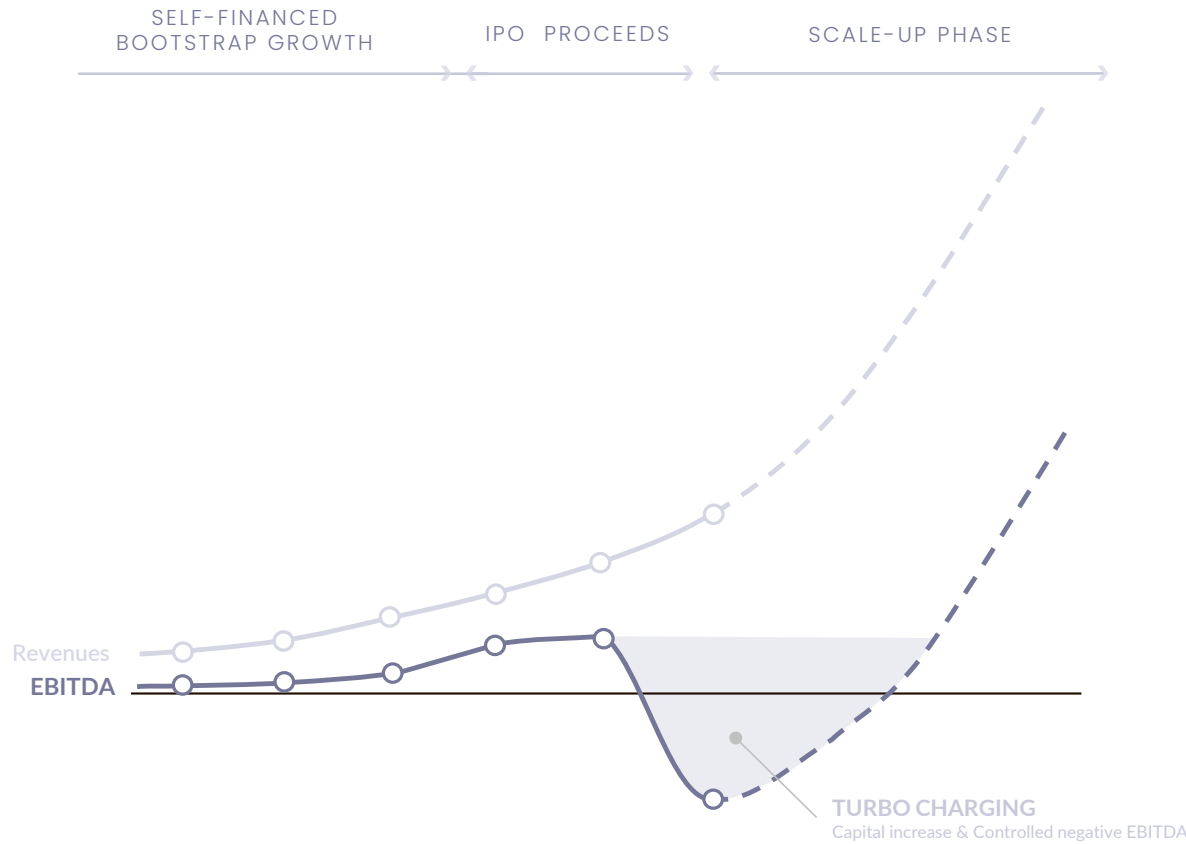
05 HOSPITALITY



\*Source: management estimates based on selected countries (US, UK, France, Spain, Germany, Italy) – Data elaborated starting from public statistics made available by the national statistical institutes, Eurostat, publicly available market studies by selected research firms

# TECMA's *Growth Strategy*

Reminder of October 2022 strategic update



## INVESTMENT OBJECTIVES



2023-2027 INVESTMENTS FOCUS

1		<b>DISTRIBUTION CHANNELS</b>
2		<b>INTERNATIONALIZATION</b>
3		<b>PRODUCT SCALABILITY</b>
4		<b>R&amp;D NEW PRODUCTS</b>

## TECMA's *Strategic Focus*

2023 priorities

TECMA will focus its investments and strategic focus on **4 strategic axis**.



### #1 DISTRIBUTION CHANNELS

BUSINESS DEVELOPMENT, MARKETING, PENETRATION STRATEGY

1. Investment on brand, marketing and visibility
2. Promotional strategies in the target markets
3. Set-up of Distribution Channels



### #2 INTERNATIONALIZATION

MANAGEMENT, BRANCH SETUP, OFFICES - USA, EUROPE, MIDDLE EAST

1. Set-up of commercial branches and offices
2. Hiring of management for commercial development
3. Legal, accounting and tax consulting
4. Product compliance and required certifications
5. Technical evolution of hardware and software



### #3 PRODUCT SCALABILITY

INFRASTRUCTURE & SOFTWARE SUITE, CONSOLIDATION FOR UPSCALING

1. Extension and evolution of the IT infrastructure
2. Continuing consolidation of existing Web Applications
3. Development of technology as a Service
4. Partial extension of the Software Suite to Office/Retail



### #4 R&D NEW PRODUCTS

NEW WEB APP DEVELOPMENT & MARKET PLACE

1. Completion of the Web Application under development
2. Development of Market Place

# 03

Activities 2022

---

# The International Expansion Continues

€2.0M international revenues registered reported In 2022

**+175%**

**Growth of international revenues vs. 2021**

**c. 20%**

**Weight of international business on 2022 total revenues**

**> €1.5bn**

**International projects powered by TECMA at YE 2022 (incl. office & retail)**

**> 1,000**

**Residential units within international projects powered by TECMA at YE 2022**

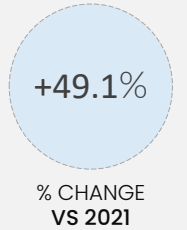


**T** Locations where TECMA is active

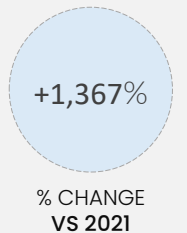
## OFFICE FOOTPRINT

Tecma Solutions: **Milan – Rome**  
 Tecma US: **Miami**  
 Tecma Swiss: **Lugano**  
 Tecma Middle-East: **Dubai**

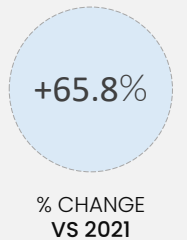
## UNITED STATES



## MIDDLE EAST



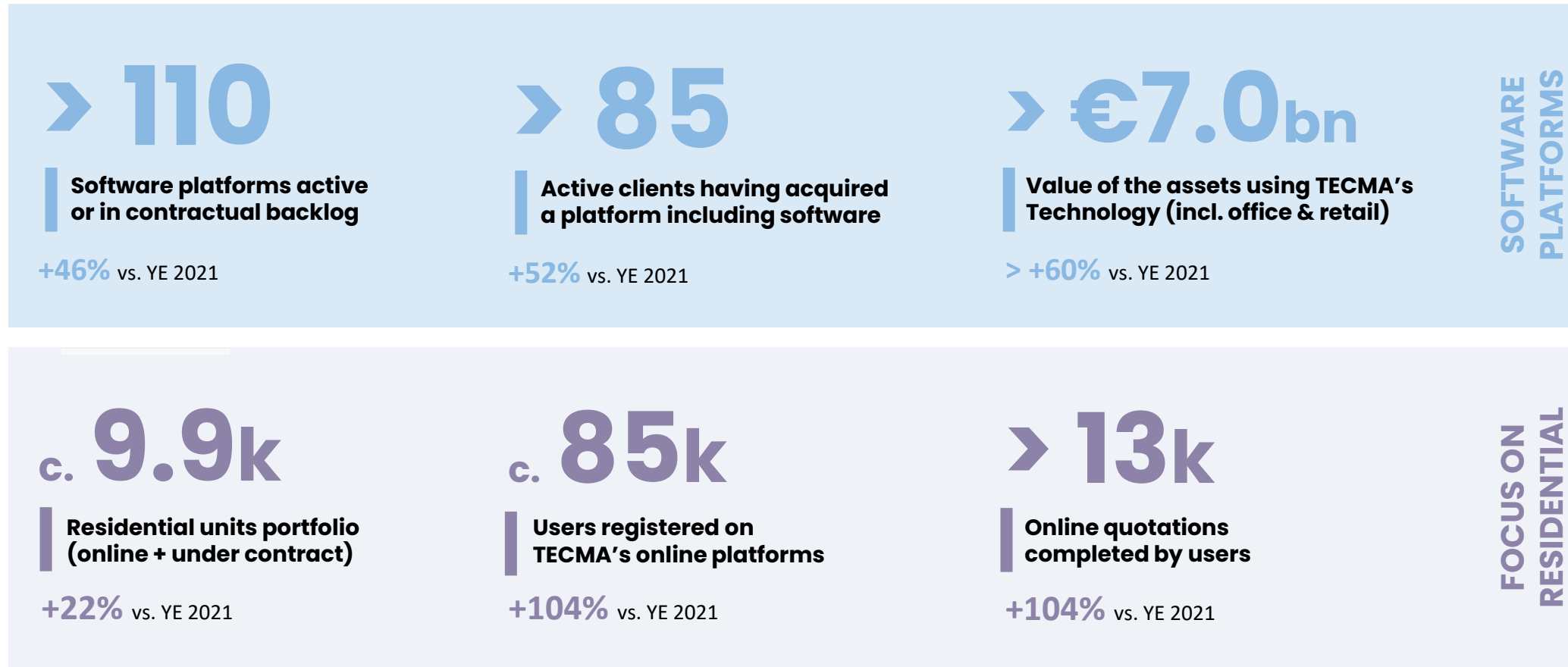
## EUROPE



# Increasing Penetration of Software Solutions

Strong base of software users within our digital Platforms client base

Data as of 31/12/2022



# R&D Activities Driving Growth Potential & Product Efficiency

R&D investment coupled with nearshoring of some software activities aimed at optimizing the cost base

Data as of 31/12/2022

## 70%

**Reduction of time required to set-up a new software platform**

## 75%

**Reduction of maintenance and bug-fixing efforts**

## 10x

**Reduction of CPU calculation time required to run the platform**

## 3

**New languages implemented in the software**

**French, German and Spanish beyond English and Italian**

## 37

**Sprint of BTR and BTS software releases in 2022**

## 2,000

**Automated tests on the software in 2022**

## c. 6,600

**3D assets in the Virtual Architecture digital library (c. +1,200 vs. YE 2021)**

## > 25

**New process, catalogue components & tools developed in VA & GD areas (Incl. Unreal Engine)**

## Software nearshoring

**Test outsourcing of some basic software operations in CEE**

BoD 20.03.2023 | Info Deck

01 RESULTS 2021-2022

02 VISION 2023-2027

**03 ACTIVITIES 2022**

**Platform Penetration**

\_New Products

\_ESG Setup

\_Business Highlights

04 FINANCIAL 2022



# Set-up of Home Configurator

New Software Technology

BoD 20.03.2023 | Info Deck

01 RESULTS 2021-2022

02 VISION 2023-2027

### 03 ACTIVITIES 2022

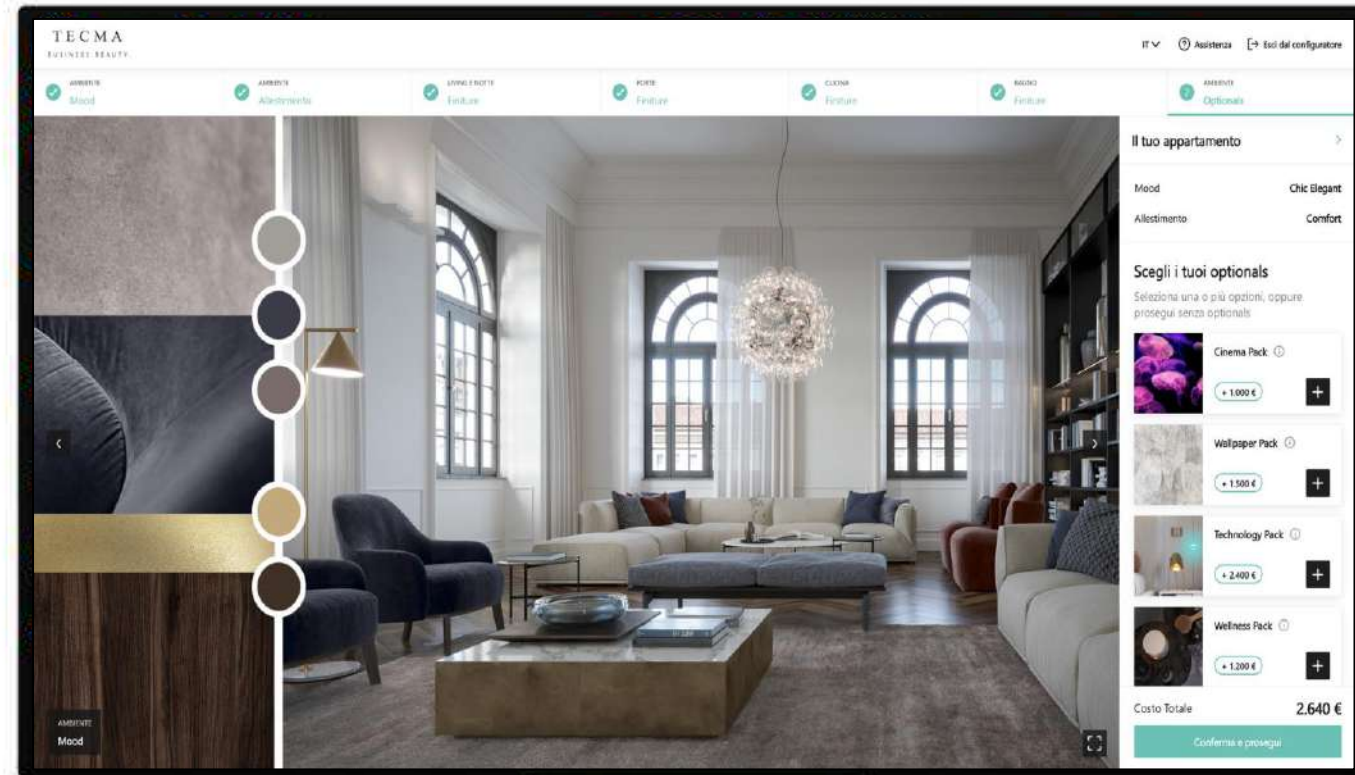
\_Platform Penetration

**\_New Products**

\_ESG Setup

\_Business Highlights

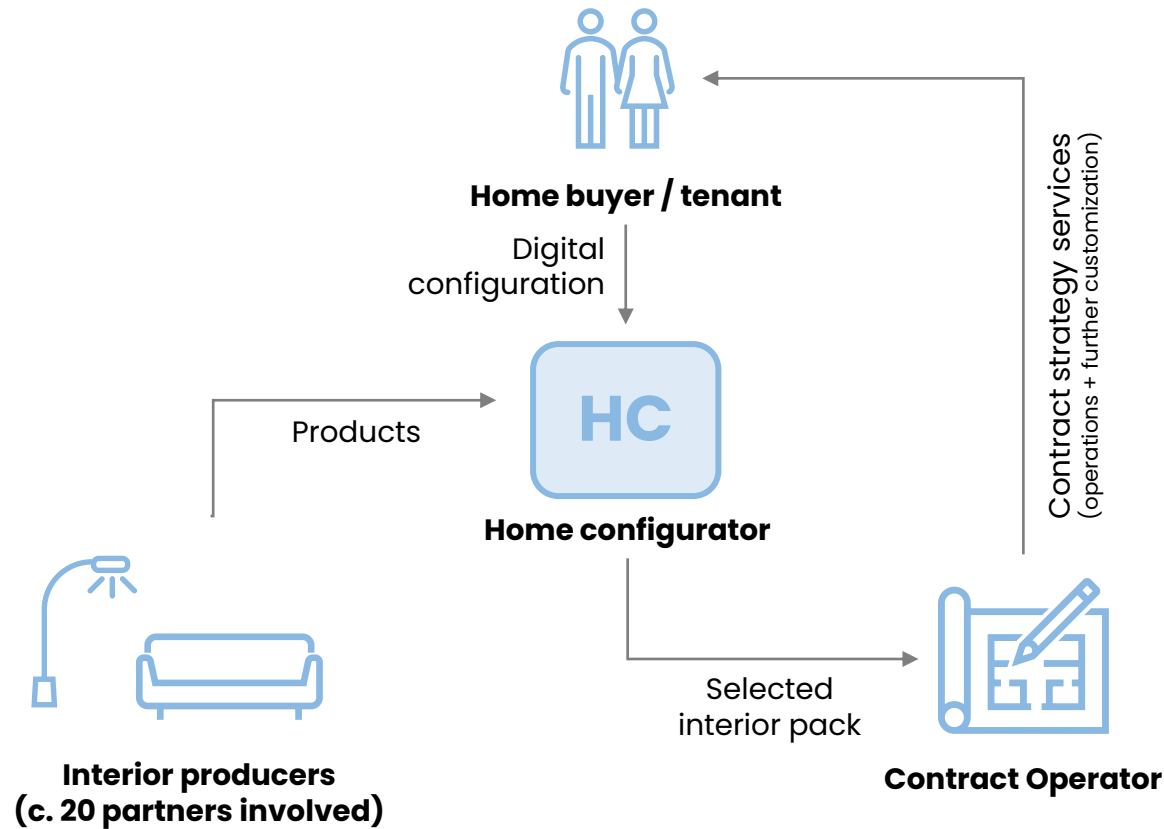
04 FINANCIAL 2022



# Set-up of Home Configurator

Digital Contract strategy - A first step towards a Market Place

Illustrative diagram



**c. 20** | Interior producers

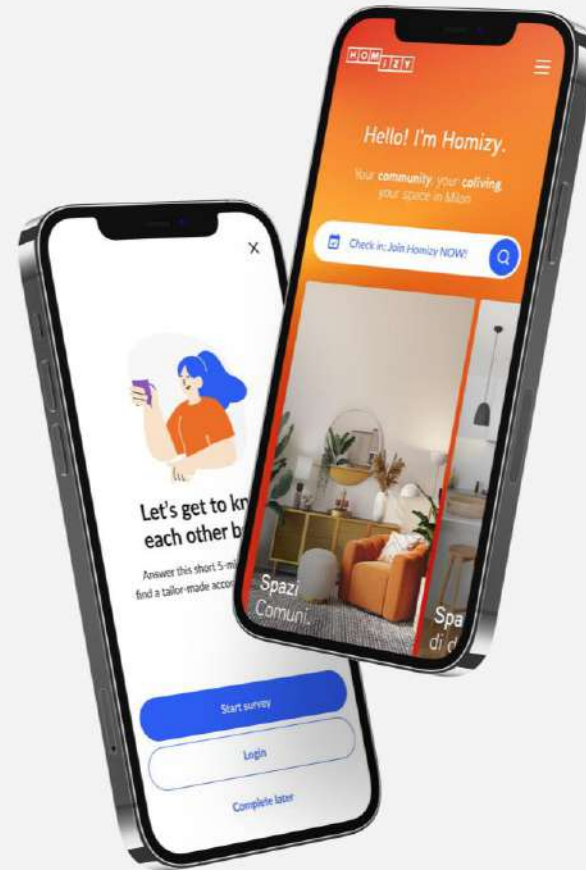
**Signed a partnership with TECMA in Q1 2023 to market their products through the Home Configurator**

**Contract Operator**

**Strategic agreement signed with MCD to deploy a fully integrated Digital Contract Strategy on new developments**

# Set-up of Co-living Tech Platform

New Software Technology



# Set-up of Enterprise Digital Platform

New Software Technology

BoD 20.03.2023 | Info Deck

01 RESULTS 2021-2022

02 VISION 2023-2027

03 ACTIVITIES 2022

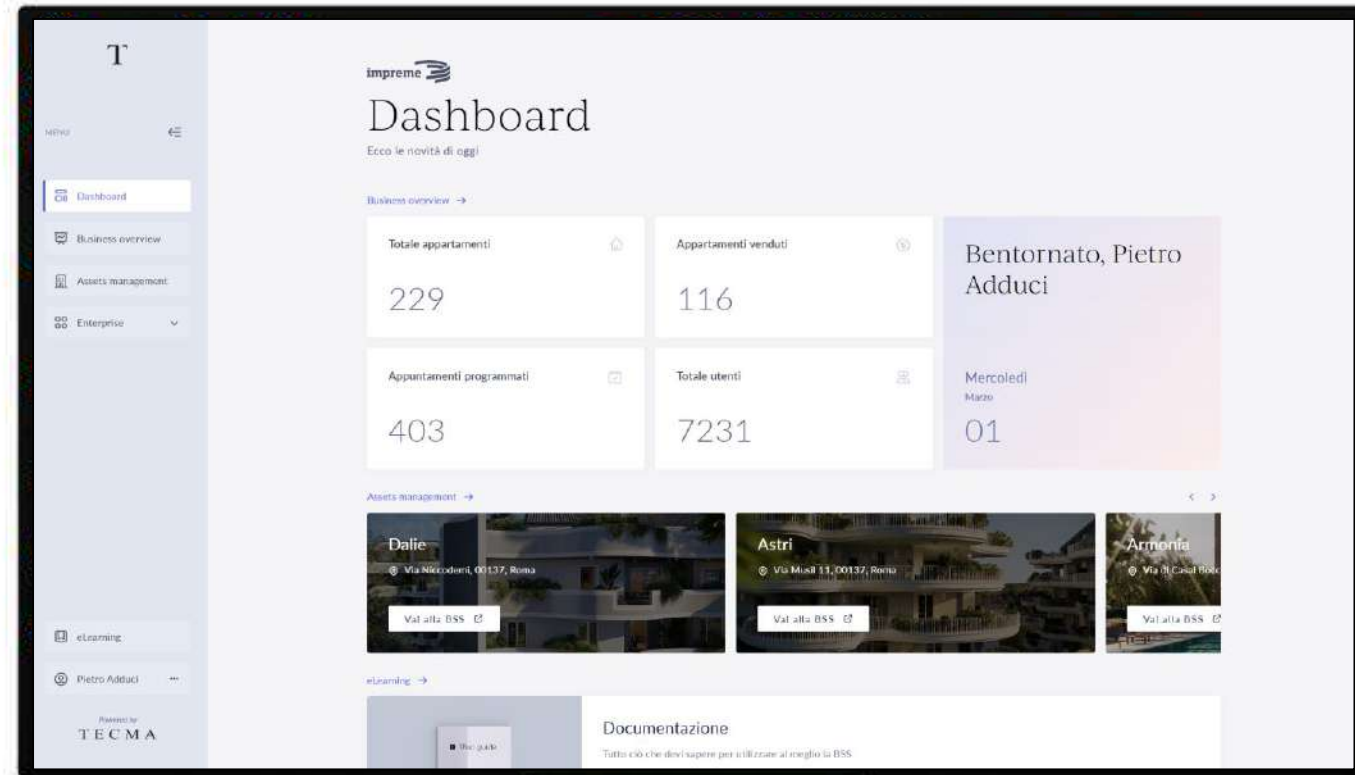
\_Platform Penetration

**New Products**

\_ESG Setup

\_Business Highlights

04 FINANCIAL 2022



**03 ACTIVITIES 2022**

\_Platform Penetration

**\_New Products**

\_ESG Setup

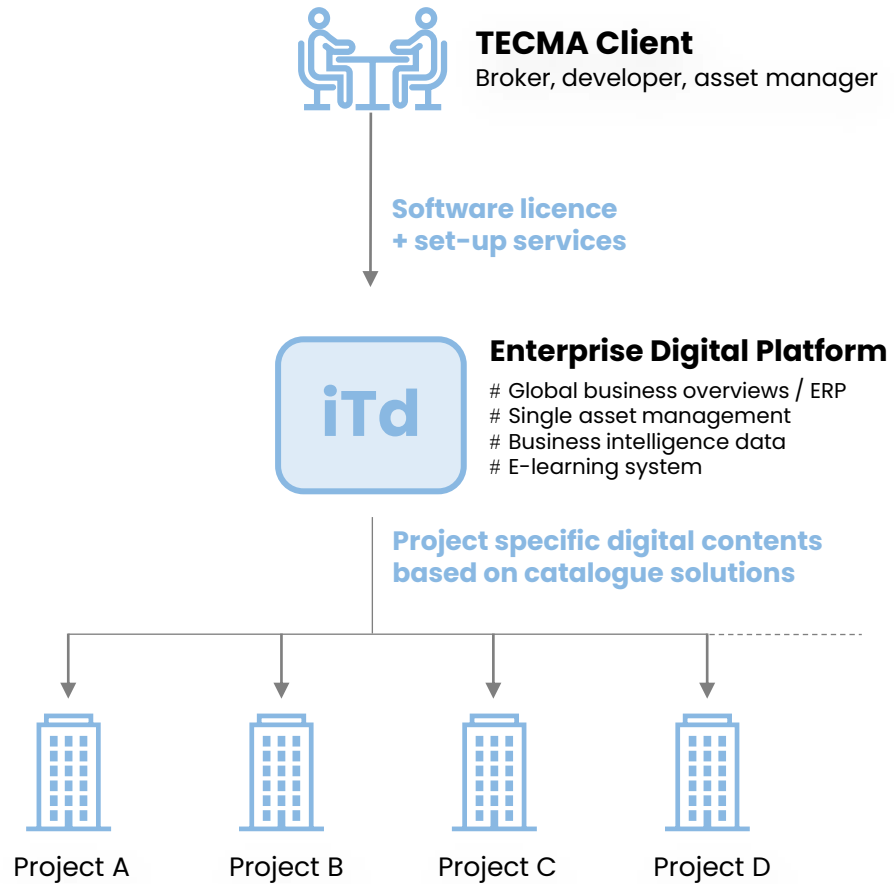
\_Business Highlights

04 FINANCIAL 2022

# Set-up of Enterprise Digital Platform

A new product & a new distribution channel

Illustrative diagram



**6 | Enterprise platform (iTd)**

**Enterprise digital platforms sold since launch (Dec 2022)**

# Focus on ESG

TECMA's IMPACT

## ENVIRONMENT



Build-to-order model for the real estate industry saving time and wastes

Efficient use of spaces and building services avoiding redundant functions

Travel-less and paper-less home purchase / home rental process

## SOCIAL



Parity of treatment and equal access to information

Ease of use and advantages of digital process resulting in time & cost savings

Increased individual affordability thanks to the sharing of facilities and services

"Community" bargaining power reflected into the "value for money" equation

Eased access to financing solutions

## GOVERNANCE



Transparency of digital process favouring compliance

Access to data allows for data-driven decision making and risk-assessing

Process efficiency with savings in terms of cost and time

# Structuring of Distribution Channels

Impact of distribution channels on YTD 2023 contract inflow

BoD 20.03.2023 | Info Deck

01 RESULTS 2021-2022

02 VISION 2023-2027

**03 ACTIVITIES 2022**

\_Platform Penetration

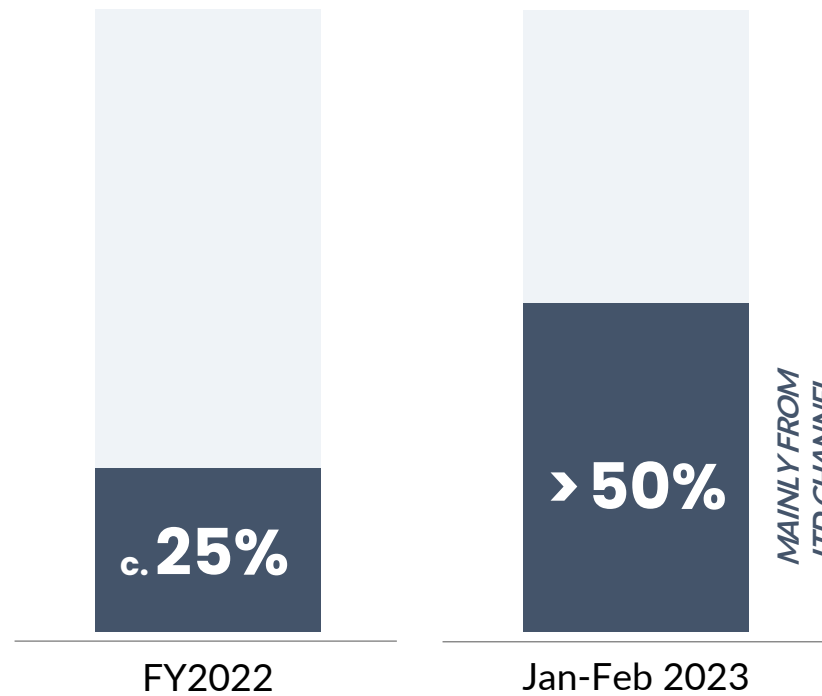
\_New Products

\_ESG Setup

**\_Business Highlights**

04 FINANCIAL 2022

New contracts generated through distribution channels  
(as percentage of the total number of contracts)



**5** | New Business Partnerships signed since Oct 2022

**4** | New Business Entrepreneurs contracts signed since Oct 2022

**7** new contracts in place  
with senior business entrepreneurs actively pursuing new business opportunities for TECMA

# Business Highlights

2022 - Worldwide Projects

BoD 20.03.2023 | Info Deck

01 RESULTS 2021-2022

02 VISION 2023-2027

### 03 ACTIVITIES 2022

\_Platform Penetration

\_New Products

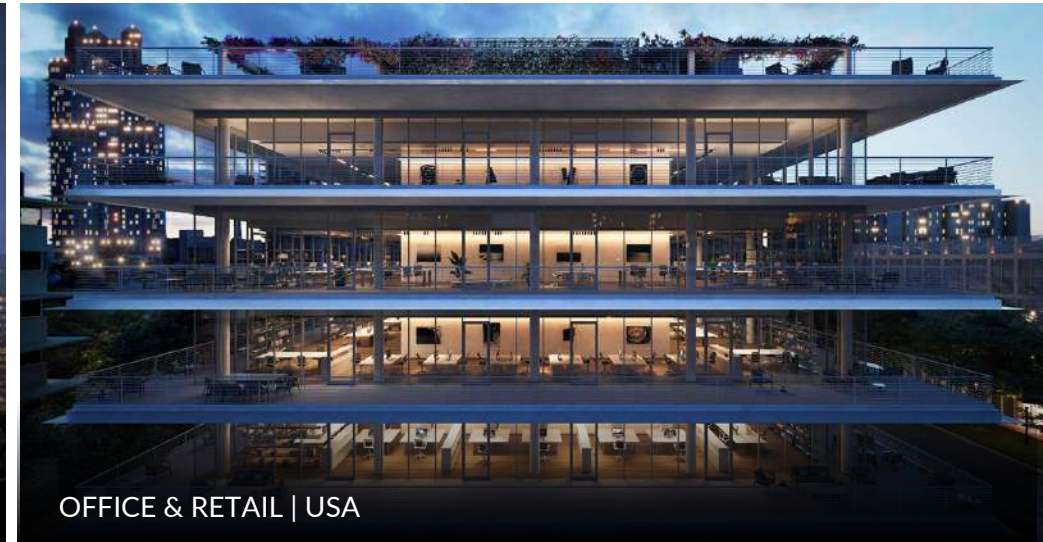
\_ESG Setup

### **\_Business Highlights**

04 FINANCIAL 2022



OFFICE & RETAIL | EUROPE



OFFICE & RETAIL | USA



RESIDENTIAL | USA



RESIDENTIAL | UAE



# Business Highlights

2022 - Italy Projects

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01 RESULTS 2021-2022

02 VISION 2023-2027

### 03 ACTIVITIES 2022

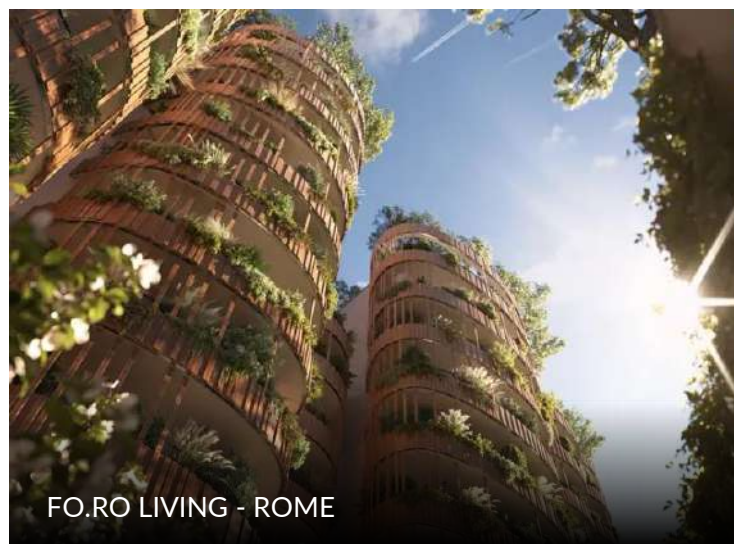
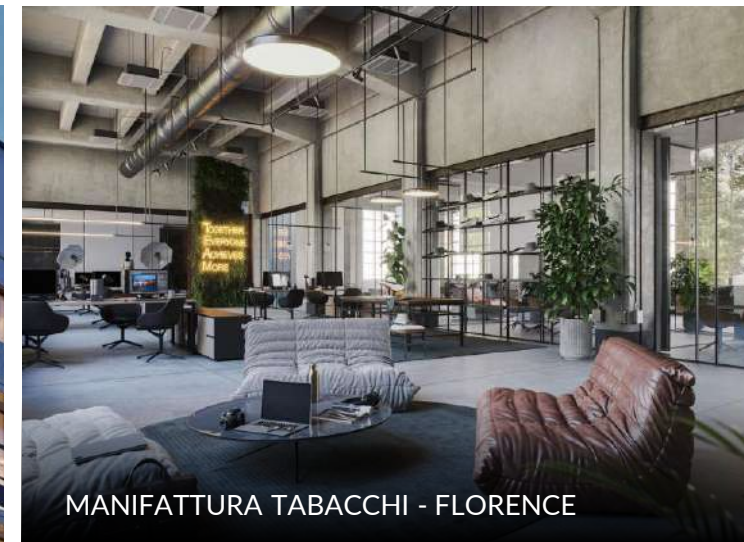
\_Platform Penetration

\_New Products

\_ESG Setup

### Business Highlights

04 FINANCIAL 2022



04

04

Financial 2022

---

# P&L Highlights

Consolidated data in Euro millions

## KPIs for 2022



VALUE OF  
PRODUCTION



EBITDA



NET PROFIT



CASH AT  
BALANCE SHEET  
at YE 2022



RESEARCH  
& DEVELOPMENT

## Top-line metrics (2022 vs 2021)



VALUE OF  
PRODUCTION



VALUE OF  
PRODUCTION CORE



REVENUES  
FEES

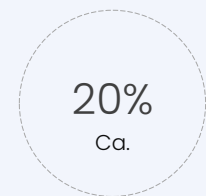


FOREIGN  
REVENUES



BACKLOG

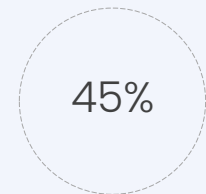
## Percentage on FY2022



FOREIGN REVENUES  
on total revenues



GROSS MARGIN

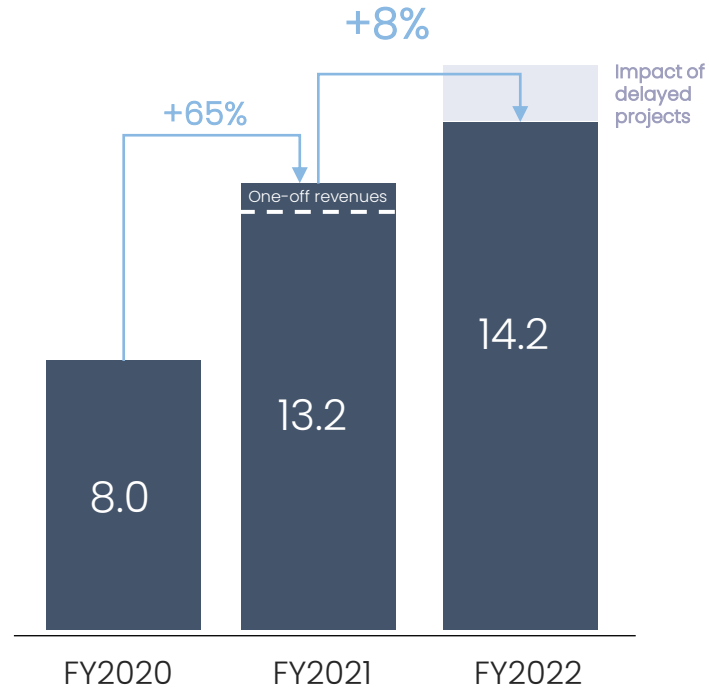


RESEARCH  
& DEVELOPMENT  
(on revenues)

# P&L Highlights

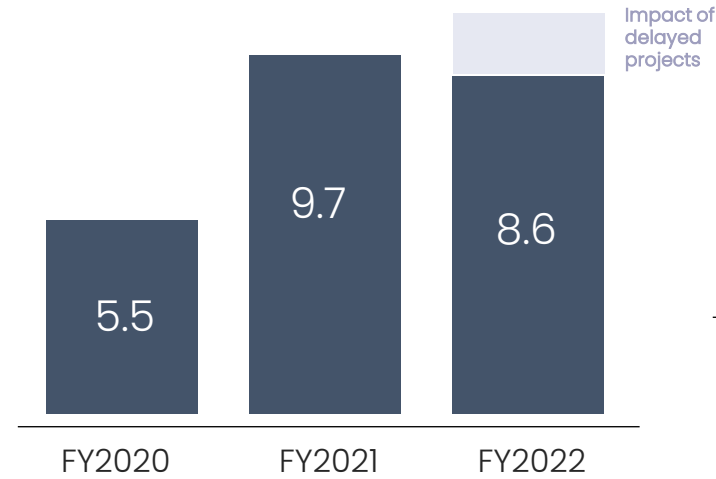
Consolidated data in Euro millions

## Value of Production



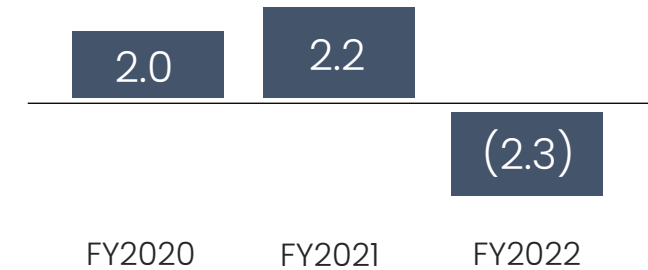
- Broadly flat access fee in 2022 vs. 2021 due to business slow down in Aug-Oct 2022
- + 22% Revenue Fee reported in 2022 vs. 2021 notwithstanding an estimated negative impact of c. €2M linked to the delayed commercial launch of certain projects
- 2021 VoP positively impacted by €0.8M one-off revenues

## Gross margin



- Gross margin decreasing from c. 70% in 2021 to c. 60% in 2022 mainly to the effect of delayed Revenue fees

## EBITDA



- Negative EBITDA in line with investment strategy announced with the 2022 capital increase
- +40% FTEs (from #148 to #208)

**04 FINANCIAL 2022**

\_P&amp;L Highlights

**R&D Investments**

\_Impact of Trends 2022

\_Backlog

\_Subscription Advantages

\_Net Cash Position

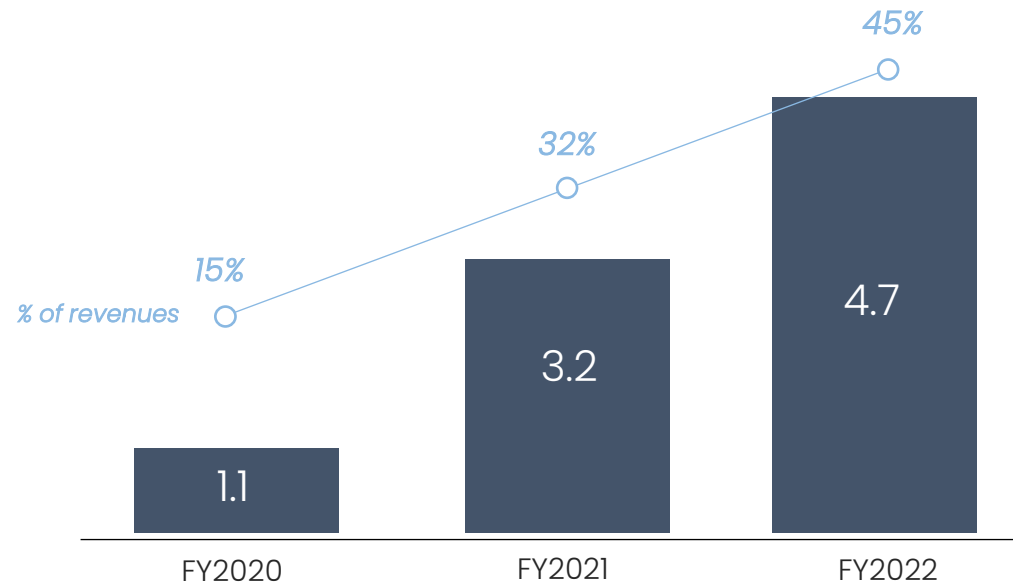
\_Cash Flow Bridge Analysis

\_Use Of Proceeds

\_Preliminary Budget 2023

# R&D Investments

Consolidated data in Euro millions

**SOFTWARE**

Concept Design + Development + IT infrastructure

**VIRTUAL ARCHITECTURE**

3D and textures libraries

**STORE + HARDWARE**

Design &amp; engineering

**SET-UP OF INDUSTRIAL MODEL**

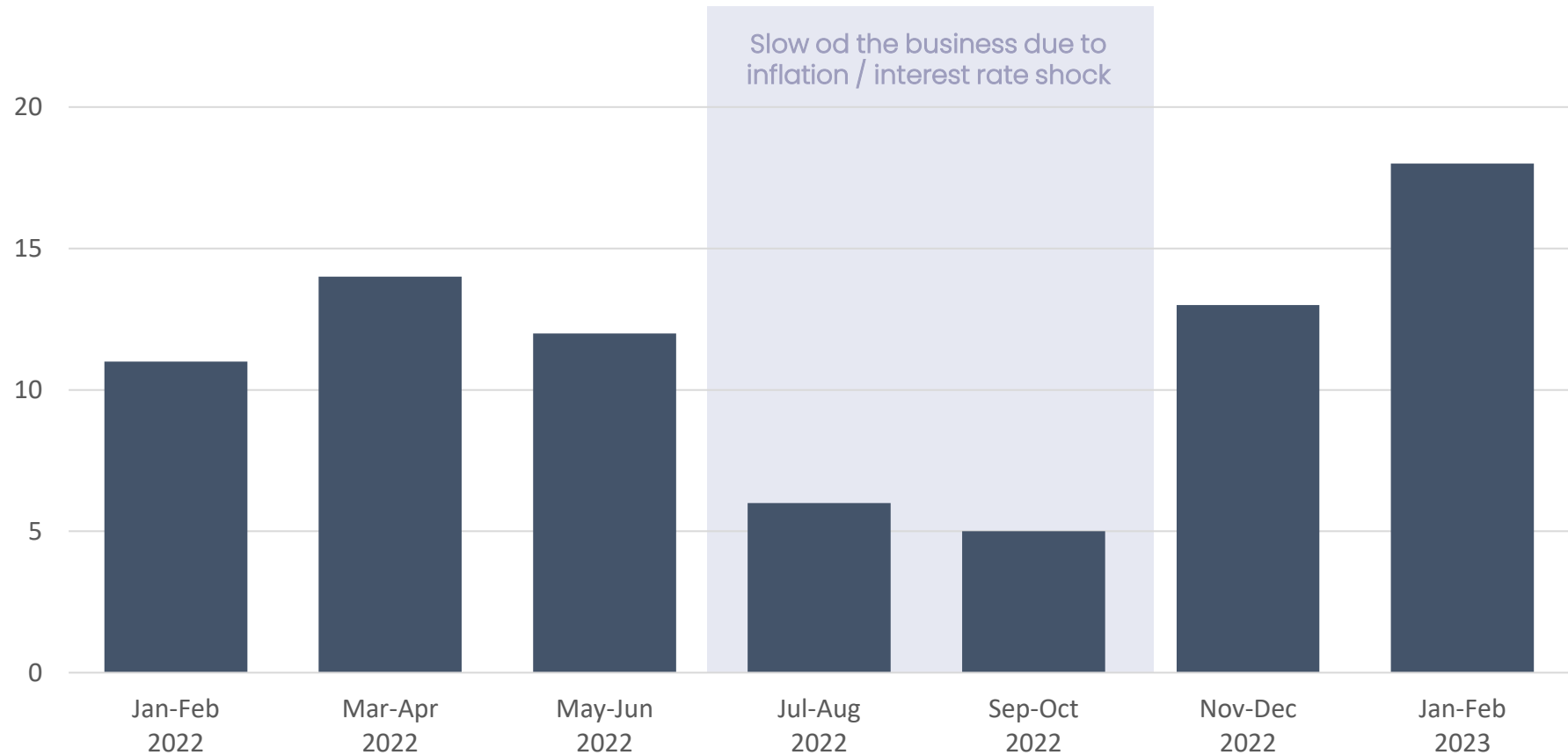
Catalogues + Sales Software + ERP + CRM + E-Learning

**04 FINANCIAL 2022**

- \_P&L Highlights
- \_R&D Investments
- Impact of Trends 2022**
- \_Backlog
- \_Subscription Advantages
- \_Net Cash Position
- \_Cash Flow Bridge Analysis
- \_Use Of Proceeds
- \_Preliminary Budget 2023

# Business Trend Impacted in Q3 2022

N° of new contracts signed



Notes: excluding projects with a value <EUR 10k

**04 FINANCIAL 2022**

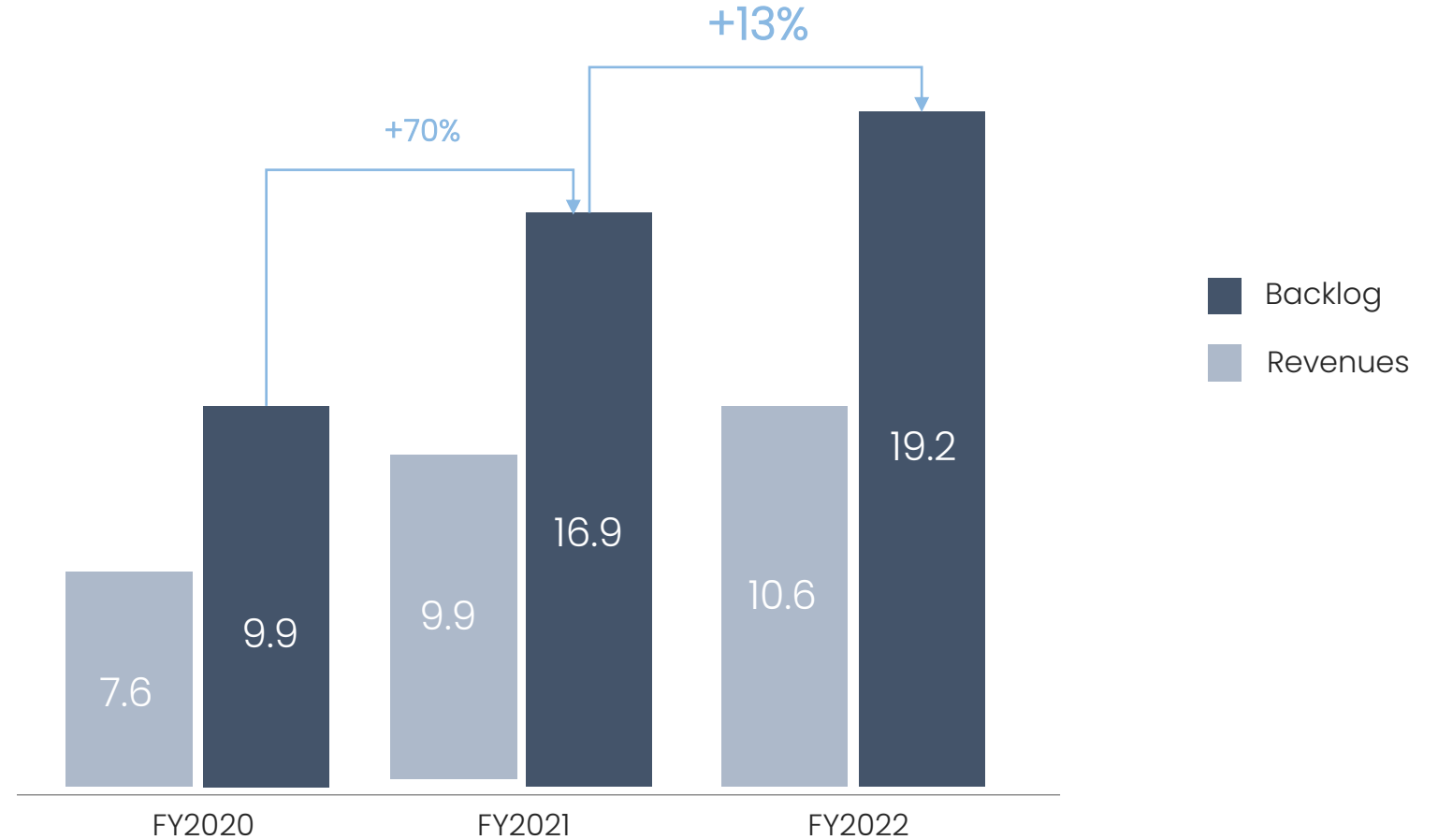
- \_P&L Highlights
- \_R&D Investments
- \_Impact of Trends 2022
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# Order Backlog

Consolidated data in Euro millions

43.0  
 ca M€

**ORDER BOOK @ YE 2022**  
 CUMULATED REVENUES OF  
 ACTIVE CONTRACTS ON 31/12/2022



**Average value of new projects\***

	FY2020	FY2021	FY2022	
	€143k	€124k	€167k	Access Fees
	€210k	€434k	€443k	Revenue Fees

Notes: Backlog includes the probability weighted value of "processing" contracts (i.e. contracts for which a commercial agreement has been already achieved with the clients and being worked-out by TECMA but not yet formally signed)  
 Average value of new projects calculated including core products only (iT1, iT2, iT3, iT4, iT5, iT7 and iTd) – Revenues fees calculated as the average of the only the projects envisaging revenue fees (5 contracts signed in 2020, 24 in 2021 and 9 in 2022)

**04 FINANCIAL 2022**

\_P&amp;L Highlights

\_R&amp;D Investments

\_Impact of Trends 2022

\_Backlog

**Subscription Advantages**

\_Net Cash Position

\_Cash Flow Bridge Analysis

\_Use Of Proceeds


\_Preliminary Budget 2023

# Tech-Based Value Proposition

New Revenue Model

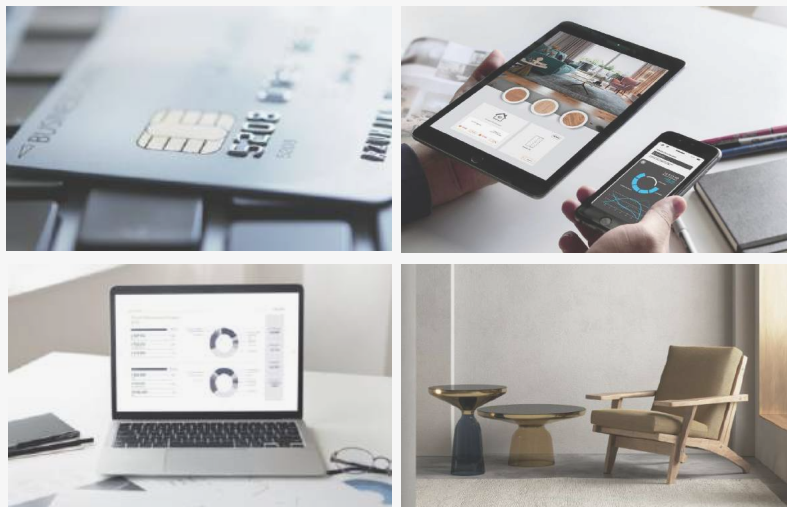
## ADVANTAGES OF A SUBSCRIPTION BASED MODEL

1. **Foreseeable future revenues** thanks to a recurring monthly subscription fee
2. **Favourable Cash flow dynamics** thanks to upfront and running subscription fees as opposed to delayed Revenues Fees
3. **Extended customer time-life** thanks to long-dated subscription agreements
4. **Improved control over production** thanks to a better capacity to predict business
5. **Automated processing of payments**
6. **Up-selling and cross-selling** opportunity on pure-tech subscribers
7. **Business resilience:** revenues expected to remain more stable also through possible slowdowns of the market



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Starting from C. €50k



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**Subscription**  
from 1.280€ to 2.280€ / month  
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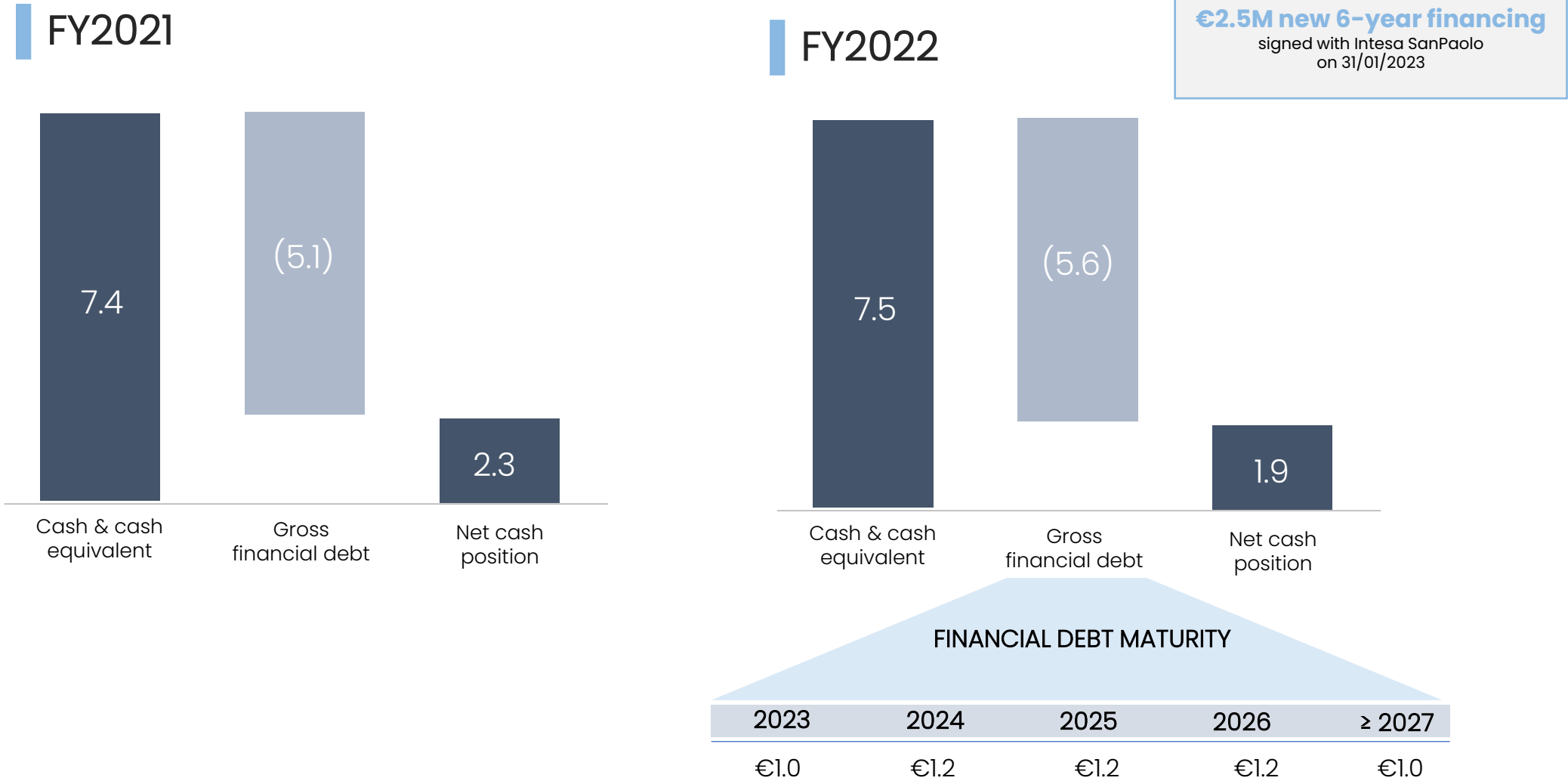


**04 FINANCIAL 2022**

- \_P&L Highlights
- \_R&D Investments
- \_Impact of Trends 2022
- \_Backlog
- \_Subscription Advantages
- \_Net Cash Position**
- \_Cash Flow Bridge Analysis
- \_Use Of Proceeds
- \_Preliminary Budget 2023

# Net Cash Position

Consolidated data in Euro millions



**€2.5M new 6-year financing**  
 signed with Intesa SanPaolo  
 on 31/01/2023

# Cash Flow Bridge Analysis

Consolidated data in Euro millions

BoD 20.03.2023 | Info Deck

01 RESULTS 2021-2022

02 VISION 2023-2027

03 ACTIVITIES 2022

**04 FINANCIAL 2022**

\_P&L Highlights

\_R&D Investments

\_Impact of Trends 2022

\_Backlog

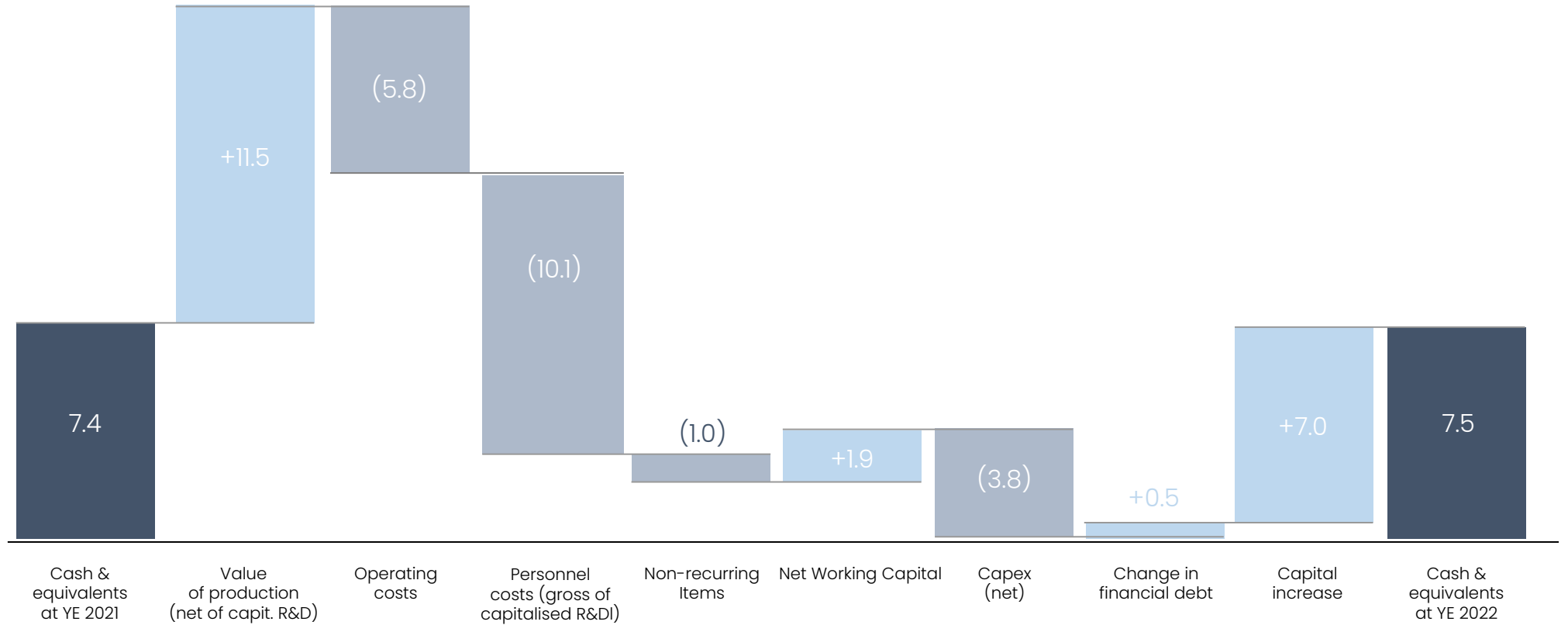
\_Subscription Advantages

\_Net Cash Position

**Cash Flow Bridge Analysis**

\_Use Of Proceeds

\_Preliminary Budget 2023





THANK YOU.

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## APPENDIX

## BALANCE SHEET

*Data in Euro, unless otherwise stated*

	FY-2022	FY 2021
Intangible assets	7,359,676	6,173,014
Tangible assets	1,656,217	982,781
Other fixed assets	462,055	500,000
<b>FIXED ASSETS</b>	<b>9,477,948</b>	<b>7,655,795</b>
Accounts receivable	5,513,397	6,964,857
Accounts payable	(2,015,647)	(902,304)
<b>TRADE WORKING CAPITAL</b>	<b>3,497,751</b>	<b>6,062,552</b>
Other assets	1,408,005	1,233,554
Other liabilities	(2,105,772)	(2,502,810)
<b>NET WORKING CAPITAL</b>	<b>2,799,983</b>	<b>4,793,296</b>
Severance indemnity fund	(515,217)	(286,092)
<b>NET INVESTED CAPITAL</b>	<b>11,762,714</b>	<b>12,162,998</b>

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BUSINESS . BEAUTY .FY 2022 RESULTS  
CONSOLIDATED

	FY-2022	FY-2021
Share capital	1,093,574	1,000,000
Reserves	20,413,716	13,902,459
Net income / (loss)	(7,792,666)	(429,107)
<b>SHAREHOLDERS' EQUITY</b>	<b>13,714,623</b>	<b>14,473,352</b>
Financial debt	5,572,748	5,079,163
Cash & equivalents	(7,524,657)	(7,389,517)
<b>NET FINANCIAL POSITION</b>	<b>(1,951,909)</b>	<b>(2,310,354)</b>
<b>NET CAPITAL EMPLOYED</b>	<b>11,762,714</b>	<b>12,162,998</b>

	FY-2022	FY-2021
<b>NET CASH FLOW</b>	<b>135,140</b>	<b>(3,557,999)</b>

## PROFIT &amp; LOSS

	FY-2022	FY-2021
Revenues	10,573,901	9,989,577
Other revenues	878,708	1,660,516
Capitalized R&D costs	2,739,723	1,506,912
<b>VALUE OF PRODUCTION</b>	<b>14,192,332</b>	<b>13,157,004</b>
Direct Personnel	(3,650,073)	(2,063,262)
Direct Costs	(1,978,009)	(1,379,738)
<b>GROSS MARGIN</b>	<b>8,564,250</b>	<b>9,714,004</b>
Indirect Personnel	(6,968,210)	(4,062,217)
Indirect Costs	(3,858,163)	(3,387,075)
<b>EBITDA</b>	<b>(2,262,123)</b>	<b>2,264,712</b>
D&A	(4,754,118)	(2,898,084)
<b>EBIT</b>	<b>(7,016,241)</b>	<b>(633,372)</b>
Net financial expenses	(61,746)	(37,768)
Non-recurring costs	(597,187)	(33,664)
<b>EBT</b>	<b>(7,675,174)</b>	<b>(704,804)</b>
Taxes	(117,492)	(275,697)
<b>NET INCOME / (LOSS)</b>	<b>(7,792,666)</b>	<b>(429,107)</b>